

# BILLBOARD MUSIC WEEK

Music-Phonograph Merchandising • Radio-TV Programming • Coin Machine Op

## PAGE ONE RECORDS

BILLBOARD  
MUSIC WEEK  
PAGE ONE RECORD

### SINGLES

#### ★ NATIONAL BREAKOUTS

No Breakouts This Week.

#### ★ REGIONAL BREAKOUTS

These new records, not yet on *BMW's* Hot 100, have been spotted getting strong sales action by dealers in major market (s) listed in parenthesis.

**LIE TO ME . . .**  
Brook Benton, Mercury 72024 (Ban Day, BMI)  
(Los Angeles)

**BEACH PARTY . . .**  
Dave Ray, PKM 6700 (Carpax-Cinch, BMI)  
(Seattle)

**WHAT TIME IS IT? . . .**  
Jive Five, Beltone 2224 (Lescay, BMI)  
(Pittsburgh)

**COMIN' HOME BABY . . .**  
Herbie Mann, Atlantic 5020 (Melotone, BMI)  
(Detroit)

**PATCHES . . .**  
Dickey Lee, Smash 1758 (Aldon, BMI)  
(Cincinnati)

**HIDE & GO SEEK . . .**  
Bunker Hill, Mela 451 (Florentine, BMI)  
(Pittsburgh)

**THE OLD MASTER PAINTER . . .**  
The Browns, RCA Victor 8056 (Robbins, ASCAP) (Seattle)

### ALBUMS

#### ★ NATIONAL BREAKOUTS

MONO

**RAY CHARLES' GREATEST HITS, ABC-**  
Paramount ABC 415

STEREO

**ROSES ARE RED, Bobby Vinton, Epic BN 26020**  
**SINATRA SINGS . . . OF LOVE AND THINGS,**  
**Frank Sinatra, Capitol SW 1729**  
**SOMETHING SPECIAL, Kingston Trio, Capitol**  
**ST 1747**  
**SPAIN, Stanley Black Orch. London SP 44016**

#### ★ NEW ACTION LP'S

Albums getting initial dealer action in major markets and have not yet hit *BMW's* Top LP Chart.

MONO

**THE GOLDEN HITS OF THE EVERLY**  
**BROTHERS**  
Warner Bros. W 1471  
**CONNIE FRANCIS SINGS . . .**  
MCA 4099  
**GHAD MITCHELL TRIO AT THE BITTER**  
**END . . .**  
Kapp K 1281  
**MASHED POTATOES AND GRAVY . . .**  
Ventures, Dotcom SLP 2016  
**JOCKY'S CHOICE R&B OLDIES . . .**  
Various Artists, Bonded B 777  
**ALL THE HITS . . .**  
Bobby Byrd, Cameo C 1019  
**JULIE AND CAROL AT GARNegie HALL . . .**  
Julie Andrews and Carol Burnett, Columbia CL 5840  
**JOHNNY GET ANGRY . . .**  
Joanie Sommers, Warner Bros. W 1470  
**I HAVE BUT ONE HEART . . .**  
Jerry Vale, Columbia CL 1797  
**HERE'S THE MAN . . .**  
Bobby Blue, Dotcom SLP 75  
**IF THE BIG BANDS WERE HERE TODAY,**  
**VOL. II . . .**  
Barrie Lowe, Epic C 4007  
**SOLOMON BURKE'S GREATEST HITS . . .**  
Atlantic 8007  
**SO THIS IS LOVE . . .**  
Catalina, Era EL 109  
**ALONG COMES RUTH . . .**  
Ruth Brown, Philips PHM 200-028  
**THE STRIPPER & OTHER BIG BAND HITS . . .**  
St. Zentner and His Ork. Liberty LSP 3247

STEREO

**POPS ROUNDUP . . .**  
Boston Pops Orch. (Fiedler), RCA Victor LSC 2507  
**FOR THE NERO MINDED . . .**  
Peter Nero, RCA Victor LSP 2536  
**DINAH '62**  
Dinah Washington, Roulette SR 25170  
**I LEAF MY HEART IN SAN FRANCISCO . . .**  
Leo J. Barnetti, Columbia CLP 869  
**IT KEEPS RIGHT ON A-HURTIN' . . .**  
Johnny Tidwell, Calstate CLP 25088

#### NEW ON THE TOP LP'S

MONO

**117. ALL THE WAY . . .**  
Frank Sinatra, Capitol W 1538  
**119. RAY CHARLES' GREATEST HITS . . .**  
ABC-Paramount ABC 415  
**126. SINATRA SINGS . . . OF LOVE AND**  
**THINGS . . .**  
Frank Sinatra, Capitol W 1729  
**129. SONGS FOR SWINGIN' LOVERS . . .**  
Frank Sinatra, Capitol W 653

(Continued on page 8)

## Vinton Record Cracks Bill-5, Matching Ray

Another indication of how torrid the singles record market has become this season is that another top-selling summer disk has cracked the 1,500,000 mark. Platter is Bobby Vinton's recording of "Roses are Red" on Epic. Other that is now over 1,500,000 is Ray Charles' "I Can't Stop Loving You" on ABC-Paramount.

The singles market this summer has not only been hot, but loaded with excitement. Ray Charles' follow-up to his smash, "You Don't Know Me," had chalked up orders for 300,000 before release, and is also expected to top the million mark. Bobby Vinton's new disk, just issued this week, "Rain, Rain Go Away," has pre-orders in the six-figure bracket. Dealers who have been wise enough to stay with singles, even during the slow singles period, have cashed in on the solid business during the comeback of 1962.

Albums, which had turned slow early this spring, continued to leap back to life. Sales, deals, and new product has helped spark business among dealers, racks, department stores and chains. The Capitol two-for-one deal for its catalog of Sinatra albums, pushed five Frankie sets on the *BMW* Best Selling Mono charts this week. Two of the five, "Songs for Swingin' Lovers" and "In the Wee Small Hours" have not been on *BMW* charts since 1957. The other three are "Sinatra Sings . . . Of Love and Things," "All the Way" and "Nice 'n' Easy."

Power-packed product issued by major and indie labels already has started to make a dent. Dealers report action on such items as "Chad Mitchell Trio at the Bitter End" on Kapp, "Caribbean Guiltless" by Chet Atkins on Victor, "Spin" by Stanley Black on London, "The Stripper and Other Big Band Hits" with the St. Zentner crew on Liberty and "Something Else," by the Kingston Trio on Capitol.

## Balto Goes 'Waddle Waddle'

BALTIMORE—The "Waddle Waddle" is the latest teen dance craze to hit the greater Baltimore area, a sector local traders feel is among the most dance conscious of any. A number of disks already have hit the market incorporating some of the "waddle" or "wobble," but in the case of Baltimore, the newest dance has been triggered by a record by the Bracelets on Congress, "Waddle Waddle."

Disk people here at the radio and the dealer level indicate that dance crazes have contributed to a continuing bubbling state of the singles business, now described by most local sources as very good.

Traders here say the city remains one of the important disk breakout centers, thanks to the indefatigable vitality of the Buddy Dean teen-TV show (Dean's ratings are higher now than they were several years ago), and the presence of three other good, pop-oriented radio outlets, which aren't averse to programming new disks.

"If Buddy Dean and just one station lean on a record, that's it. If it has anything at all, it will start moving," said a local one-stop, Milt Berson of Musical Sales.

In addition to the "waddle" disk, Berson concurred with numerous sources in naming such important new disks as Nat Cole's "Ramblin' Rose"; "A Wonderful Dream," by the Majors on Imperial; "Let's Dance," by Chris Montez on Monogram; "Patches," by Dickie Lee on Smash (which has been out for three months), and "Hide and Go Seek, Parts I and II," by Bunker Hill on the Mela label.

Referring to the dance scene, one source brought up a disk called "La Bomba," which has gathered a lot of teen interest lately. The kids dance their own version of the mambo to this one. "The twist has been dead for a year and a half here and the hully gully also has had it," one dance clocker noted.

But youngsters are holding on to the mashed potato and the papeye, despite the fact that the records identified with these dances have long since passed from the scene. The Madison, it may be noted, a dance fad of three years ago, first broke out in the Baltimore area.

## Outlets Gone, Moan in Denver

DENVER—Distributors in this town are complaining about the lack of outlets for singles. They say that in the downtown area there are many less singles record shops than there used to be—many of them having been knocked out by discounting in the

(Continued on page 8)

#### NEW ON THE HOT 100

74. **VENUS IN BLUE JEANS . . .**  
Jimmy Clanton, Ace 8001
76. **I'M THE GIRL FROM WOLVERTON MOUNTAIN . . .**  
Jo Ann Campbell, Cameo 223
78. **LET'S DANCE . . .**  
Chris Montez, Monogram 505
85. **PAPA-OOH-MOW-MOW . . .**  
Livingston, Liberty 55427
87. **I WANNA BE LOVED . . .**  
Dinah Washington, Mercury 72015
89. **YOU CAN'T JUDGE A BOOK BY THE COVER**  
Bo Diddley, Checker 1019
90. **IF I HAD A HAMMER . . .**  
Peter, Paul, & Mary, Warner Bros. 5296
97. **SILLY BOY . . .**  
Letterman, Capitol 4810
98. **LOOKIN' FOR A LOVE . . .**  
Valentinos, Ser 132
99. **LIMBO . . .**  
Caprice, Mr. Peck 118
100. **SWEET GEORGIA BROWN . . .**  
Carroll Bros., Cameo 221

## 150 Best Selling

## MONAURAL LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	HOOVER SOUNDS IN COURTNEY & WESTERN MUSIC, Capitol 410	16
2	2	WEST SIDE STORY, David Byrne, ABC-Parade 410	41
3	3	THE STEPPED & OTHER FOLKS, David Byrne & Co., ABC-Parade 410	8
4	4	PAK LACK, Dave Packer, RCA Victor LPN 3032	6
5	5	VINCENTE EDWARDS SINGS, RCA Victor LPN 3032	7
6	6	PETE PAUL & MARY, Warner Bros. W 7445	17
7	7	SONIC ADVENTURE, David Byrne, Warner Bros. W 7445	18
8	8	STRANGER ON THE SHORE, Neil Young, RCA Victor LPN 3032	19
9	9	WEST SIDE STORY, Original Cast, Columbia BS 3030	91
10	10	BREAKFAST AT TIFFANY'S, Barry Manilow, RCA Victor LPN 3032	45
11	11	BARRY - THE UNDISCOVERED, JIMMY SMITS, Warner Bros. W 7445	12
12	12	BLVD. HAWAII, Tony Prince, RCA Victor LPN 3032	43
13	13	THE MUSIC MAN, RCA Victor LPN 3032	71
14	14	JOHN AT CARNEGIE HALL, John Lennon, RCA Victor LPN 3032	35
15	15	HOOVER SOUNDS & OTHER GREAT MUSIC, RCA Victor LPN 3032	15
16	16	BEST OF THE BINGO BROS., Capitol 1700	15
17	17	CAMELOT, Original Cast, Columbia BS 3030	62
18	18	JOHN PAUL MONTE, Warner Bros. W 7445	23
19	19	JOHN PAUL MONTE, Warner Bros. W 7445	18
20	20	DAVID BYRNE SINGS, RCA Victor LPN 3032	81
21	21	JOHN PAUL MONTE, Warner Bros. W 7445	36
22	22	JOHN PAUL MONTE, Warner Bros. W 7445	34
23	23	THE HIGHER CENTRAL, RCA Victor LPN 3032	90
24	24	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
25	25	JOHN PAUL MONTE, Warner Bros. W 7445	35
26	26	JOHN PAUL MONTE, Warner Bros. W 7445	34
27	27	JOHN PAUL MONTE, Warner Bros. W 7445	33
28	28	JOHN PAUL MONTE, Warner Bros. W 7445	32
29	29	JOHN PAUL MONTE, Warner Bros. W 7445	31
30	30	JOHN PAUL MONTE, Warner Bros. W 7445	30
31	31	JOHN PAUL MONTE, Warner Bros. W 7445	29
32	32	JOHN PAUL MONTE, Warner Bros. W 7445	28
33	33	JOHN PAUL MONTE, Warner Bros. W 7445	27
34	34	JOHN PAUL MONTE, Warner Bros. W 7445	26
35	35	JOHN PAUL MONTE, Warner Bros. W 7445	25
36	36	JOHN PAUL MONTE, Warner Bros. W 7445	24
37	37	JOHN PAUL MONTE, Warner Bros. W 7445	23
38	38	JOHN PAUL MONTE, Warner Bros. W 7445	22
39	39	JOHN PAUL MONTE, Warner Bros. W 7445	21
40	40	JOHN PAUL MONTE, Warner Bros. W 7445	20
41	41	JOHN PAUL MONTE, Warner Bros. W 7445	19
42	42	JOHN PAUL MONTE, Warner Bros. W 7445	18
43	43	JOHN PAUL MONTE, Warner Bros. W 7445	17
44	44	JOHN PAUL MONTE, Warner Bros. W 7445	16
45	45	JOHN PAUL MONTE, Warner Bros. W 7445	15
46	46	JOHN PAUL MONTE, Warner Bros. W 7445	14
47	47	JOHN PAUL MONTE, Warner Bros. W 7445	13
48	48	JOHN PAUL MONTE, Warner Bros. W 7445	12
49	49	JOHN PAUL MONTE, Warner Bros. W 7445	11
50	50	JOHN PAUL MONTE, Warner Bros. W 7445	10
51	51	JOHN PAUL MONTE, Warner Bros. W 7445	9
52	52	JOHN PAUL MONTE, Warner Bros. W 7445	8
53	53	JOHN PAUL MONTE, Warner Bros. W 7445	7
54	54	JOHN PAUL MONTE, Warner Bros. W 7445	6
55	55	JOHN PAUL MONTE, Warner Bros. W 7445	5
56	56	JOHN PAUL MONTE, Warner Bros. W 7445	4
57	57	JOHN PAUL MONTE, Warner Bros. W 7445	3
58	58	JOHN PAUL MONTE, Warner Bros. W 7445	2
59	59	JOHN PAUL MONTE, Warner Bros. W 7445	1
60	60	JOHN PAUL MONTE, Warner Bros. W 7445	0
61	61	JOHN PAUL MONTE, Warner Bros. W 7445	0
62	62	JOHN PAUL MONTE, Warner Bros. W 7445	0
63	63	JOHN PAUL MONTE, Warner Bros. W 7445	0
64	64	JOHN PAUL MONTE, Warner Bros. W 7445	0
65	65	JOHN PAUL MONTE, Warner Bros. W 7445	0
66	66	JOHN PAUL MONTE, Warner Bros. W 7445	0
67	67	JOHN PAUL MONTE, Warner Bros. W 7445	0
68	68	JOHN PAUL MONTE, Warner Bros. W 7445	0
69	69	JOHN PAUL MONTE, Warner Bros. W 7445	0
70	70	JOHN PAUL MONTE, Warner Bros. W 7445	0
71	71	JOHN PAUL MONTE, Warner Bros. W 7445	0
72	72	JOHN PAUL MONTE, Warner Bros. W 7445	0
73	73	JOHN PAUL MONTE, Warner Bros. W 7445	0
74	74	JOHN PAUL MONTE, Warner Bros. W 7445	0
75	75	JOHN PAUL MONTE, Warner Bros. W 7445	0
76	76	JOHN PAUL MONTE, Warner Bros. W 7445	0
77	77	JOHN PAUL MONTE, Warner Bros. W 7445	0
78	78	JOHN PAUL MONTE, Warner Bros. W 7445	0
79	79	JOHN PAUL MONTE, Warner Bros. W 7445	0
80	80	JOHN PAUL MONTE, Warner Bros. W 7445	0
81	81	JOHN PAUL MONTE, Warner Bros. W 7445	0
82	82	JOHN PAUL MONTE, Warner Bros. W 7445	0
83	83	JOHN PAUL MONTE, Warner Bros. W 7445	0
84	84	JOHN PAUL MONTE, Warner Bros. W 7445	0
85	85	JOHN PAUL MONTE, Warner Bros. W 7445	0
86	86	JOHN PAUL MONTE, Warner Bros. W 7445	0
87	87	JOHN PAUL MONTE, Warner Bros. W 7445	0
88	88	JOHN PAUL MONTE, Warner Bros. W 7445	0
89	89	JOHN PAUL MONTE, Warner Bros. W 7445	0
90	90	JOHN PAUL MONTE, Warner Bros. W 7445	0
91	91	JOHN PAUL MONTE, Warner Bros. W 7445	0
92	92	JOHN PAUL MONTE, Warner Bros. W 7445	0
93	93	JOHN PAUL MONTE, Warner Bros. W 7445	0
94	94	JOHN PAUL MONTE, Warner Bros. W 7445	0
95	95	JOHN PAUL MONTE, Warner Bros. W 7445	0
96	96	JOHN PAUL MONTE, Warner Bros. W 7445	0
97	97	JOHN PAUL MONTE, Warner Bros. W 7445	0
98	98	JOHN PAUL MONTE, Warner Bros. W 7445	0
99	99	JOHN PAUL MONTE, Warner Bros. W 7445	0
100	100	JOHN PAUL MONTE, Warner Bros. W 7445	0

★ 1968 reissues—reissues on 8 track in box, containing original stereo program this week

## 50 Best Selling

## STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	HOOVER SOUNDS IN COURTNEY & WESTERN MUSIC, Capitol 410	16
2	2	THE STEPPED & OTHER FOLKS, David Byrne & Co., ABC-Parade 410	8
3	3	STRANGER ON THE SHORE, Neil Young, RCA Victor LPN 3032	19
4	4	BREAKFAST AT TIFFANY'S, Barry Manilow, RCA Victor LPN 3032	45
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6	6	WEST SIDE STORY, Original Cast, Columbia BS 3030	91
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12	12	CAMELOT, Original Cast, Columbia BS 3030	62
13	13	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
14	14	CAMELOT, Original Cast, Columbia BS 3030	62
15	15	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
16	16	CAMELOT, Original Cast, Columbia BS 3030	62
17	17	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
18	18	CAMELOT, Original Cast, Columbia BS 3030	62
19	19	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
20	20	CAMELOT, Original Cast, Columbia BS 3030	62
21	21	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
22	22	CAMELOT, Original Cast, Columbia BS 3030	62
23	23	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
24	24	CAMELOT, Original Cast, Columbia BS 3030	62
25	25	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
26	26	CAMELOT, Original Cast, Columbia BS 3030	62
27	27	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
28	28	CAMELOT, Original Cast, Columbia BS 3030	62
29	29	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
30	30	CAMELOT, Original Cast, Columbia BS 3030	62
31	31	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
32	32	CAMELOT, Original Cast, Columbia BS 3030	62
33	33	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
34	34	CAMELOT, Original Cast, Columbia BS 3030	62
35	35	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
36	36	CAMELOT, Original Cast, Columbia BS 3030	62
37	37	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
38	38	CAMELOT, Original Cast, Columbia BS 3030	62
39	39	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
40	40	CAMELOT, Original Cast, Columbia BS 3030	62
41	41	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
42	42	CAMELOT, Original Cast, Columbia BS 3030	62
43	43	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
44	44	CAMELOT, Original Cast, Columbia BS 3030	62
45	45	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
46	46	CAMELOT, Original Cast, Columbia BS 3030	62
47	47	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
48	48	CAMELOT, Original Cast, Columbia BS 3030	62
49	49	THE SOUND OF MUSIC, Original Cast, Columbia BS 3030	139
50	50	CAMELOT, Original Cast, Columbia BS 3030	62

★ 1968 reissues—reissues on 8 track in box, containing original stereo program this week

# The Hottest Kid's Line In America!

EXCITING DRAMATIZED MUSICAL  
KIDDIE ENTERTAINMENT

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An exciting new series of 12-inch Long Playing albums featuring outstanding Kiddie stories in dramatized form with music by The Famous Hollywood Studio Orchestra.

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UAC 11001 (Mono.) UAC 12001



WILLIAM TELL  
UAC 11002 (Mono.) UAC 12002



SNOW WHITE  
UAC 11003 (Mono.) UAC 12003



THE KNIGHTS OF THE ROUND  
TABLE  
UAC 11005 (Mono.) UAC 12005



THE SLEEPING BEAUTY  
UAC 11006 (Mono.) UAC 12006



THE STORY OF CHOPIN TOLD TO  
YOUNG PEOPLE  
UAC 11010 (Mono.) UAC 12010



PUSS IN BOOTS  
UAC 11009 (Mono.) UAC 12009



THE UGLY DUCKLING  
UAC 11008 (Mono.) UAC 12008



THE THREE MUSKETEERS  
UAC 11007 (Mono.) UAC 12007



**STAR PERFORMERS**—Selections register-  
ing greatest upward progress this week.

**S** indicates that 45 r.p.m. stereo single version is available.

 indicates that 25% r.p.m. more display version is available.

 indicates that EP's 7.p.m. stores single version is available.

WEEK	DATE	TITLE	Artist, Label & Number	WEEK	DATE	TITLE	Artist, Label & Number	WEEK	DATE	TITLE	Artist, Label & Number
1	1 2 8	BREAKING UP IS HARD TO DO	Neil Young, RCA Victor 8648	35	36 45 55	THE BALLAD OF PALLODIN	James Darren, Capitol 444	67	43 39 47	MARY'S LITTLE LAMB	James Darren, Capitol 444
2	4 8 14	LOCO-MOTION	Linda Evans, Discogram 1966	36	23 25 34	LITTLE RED DENTED RIBBON	Donny Osmond, RCA Victor 8647	68	78 —	I LOVE YOU THE WAY YOU ARE	Bobby Vee, Discogram 121
3	1 2 1	ROSES ARE RED	Bobby Vee, Discogram 9809	37	51 59 72	SHAME ON ME	Donny Osmond, RCA Victor 8647	69	64 72 81	THE BIRD MAN	Donny Osmond, RCA Victor 8647
4	3 4 2	THE WALK-WALKY	Bobby Vee, Discogram 9809	38	31 37 35	HAVE A GOOD TIME	Donny Osmond, RCA Victor 8647	70	80 —	JUST TELL HER JIM SAYS HELLO	Donny Osmond, RCA Victor 8647
5	11 27 56	YOU DON'T KNOW ME	Ray Charles, ARC-Promaster 10240	39	50 71 93	THE DEATH OF MY PARTY	Donny Osmond, RCA Victor 8647	71	81 87 —	LOLITA YAYA	Ventura, Decca 68
6	9 16 24	THINGS	Bobby Darin, A&M 6259	40	25 15 9	GRAY	Donny Osmond, RCA Victor 8647	72	67 —	I LEFT MY HEART IN SAN FRANCISCO	Donny Osmond, RCA Victor 8647
7	5 10 10	ANAD THE BIRD	Bobby Darin, A&M 6259	41	68 93 —	YOU BELONG TO ME	Donny Osmond, RCA Victor 8647	73	84 90 —	THEME FROM A SUMMER PLACE	Donny Osmond, RCA Victor 8647
8	6 6 6	SPEEDY GONZALES	Donny Osmond, RCA Victor 8647	42	54 66 84	ALLEY CAT	Donny Osmond, RCA Victor 8647	74	86 —	WONDERFUL PREAM	Donny Osmond, RCA Victor 8647
9	7 3 3	SEALED WITH A KISS	Donny Osmond, RCA Victor 8647	43	38 33 29	IT STARTED ALL OVER AGAIN	Donny Osmond, RCA Victor 8647	75	88 89 —	BOTS' NIGHT OUT	Donny Osmond, RCA Victor 8647
10	18 21 23	PARTY LIGHTS	Donny Osmond, RCA Victor 8647	44	69 — —	YOUR HOSE IS GONNA GROW	Donny Osmond, RCA Victor 8647	76	83 —	LET'S DANCE	Donny Osmond, RCA Victor 8647
11	24 43 73	SHIRAZ	Donny Osmond, RCA Victor 8647	45	37 26 21	HAVING A PARTY	Donny Osmond, RCA Victor 8647	77	85 —	SURFIN' SAFARI	Donny Osmond, RCA Victor 8647
12	26 57 —	SHE'S NOT YOU	Donny Osmond, RCA Victor 8647	46	57 02 —	POINT OF NO RETURN	Donny Osmond, RCA Victor 8647	78	81 87	A MIRACLE	Donny Osmond, RCA Victor 8647
13	8 13 15	YOU'LL LOSE A GOOD THING	Donny Osmond, RCA Victor 8647	47	35 24 17	AL IN LA	Donny Osmond, RCA Victor 8647	79	80 75 87	CARELESS LOVE	Donny Osmond, RCA Victor 8647
14	10 9 5	THE STRIPPER	Donny Osmond, RCA Victor 8647	48	70 — —	SEND ME THE YELLOW PLEASANT	Donny Osmond, RCA Victor 8647	80	94 —	RIGHT SINGING THE WRONG Y-TO	Donny Osmond, RCA Victor 8647
15	12 11 7	WOLFELOW MOUNTAIN	Donny Osmond, RCA Victor 8647	49	39 23 16	PALISADES PARK	Donny Osmond, RCA Victor 8647	81	94 —	YIELD NOT TO TEMPTATION	Donny Osmond, RCA Victor 8647
16	32 54 76	VACATION	Donny Osmond, RCA Victor 8647	50	45 35 33	BOWDO STOMP	Donny Osmond, RCA Victor 8647	82	93 — 99	JIVIN' AROUND	Donny Osmond, RCA Victor 8647
17	20 22 26	HEART IN HAND	Donny Osmond, RCA Victor 8647	51	71 86 89	COME ON THE LITTLE ANGEL	Donny Osmond, RCA Victor 8647	83	91 84 —	RIGHT SINGING THE WRONG Y-TO	Donny Osmond, RCA Victor 8647
18	17 18 19	TWIST AND SHOUT	Donny Osmond, RCA Victor 8647	52	56 50 57	BABY ELEPHANT WALK	Donny Osmond, RCA Victor 8647	84	94 —	PAPA-ODD-MOM-HOW	Donny Osmond, RCA Victor 8647
19	17 18 19	(GIRLS, GIRLS, GIRLS) MADE TO LOVE	Donny Osmond, RCA Victor 8647	53	55 60 50	LIMBO ROCK	Donny Osmond, RCA Victor 8647	85	74 76 83	WORRIED MIND	Donny Osmond, RCA Victor 8647
20	17 18 19	BRING IT ON HOME TO ME	Donny Osmond, RCA Victor 8647	54	76 — —	TEEN AGE IDOL	Donny Osmond, RCA Victor 8647	86	74 76 83	WORRIED MIND	Donny Osmond, RCA Victor 8647
21	27 32 44	CALL ME, MR. IN-BETWEEN	Donny Osmond, RCA Victor 8647	55	62 80 90	STOP THE WEDDING	Donny Osmond, RCA Victor 8647	87	89 —	100 RAD	Donny Osmond, RCA Victor 8647
22	28 42 76	WHAT'S A MATTER BABY	Donny Osmond, RCA Victor 8647	56	58 61 67	A TASTE OF HONEY	Donny Osmond, RCA Victor 8647	88	91 84 —	RIGHT SINGING THE WRONG Y-TO	Donny Osmond, RCA Victor 8647
23	33 46 52	WHAT'S A MATTER BABY	Donny Osmond, RCA Victor 8647	57	44 51 59	BEN CASTLE	Donny Osmond, RCA Victor 8647	89	94 —	PAPA-ODD-MOM-HOW	Donny Osmond, RCA Victor 8647
24	15 14 11	JOHNNY GET AMBRY	Donny Osmond, RCA Victor 8647	58	73 — —	YOU BEAT ME TO THE PUNCH	Donny Osmond, RCA Victor 8647	90	94 —	PAPA-ODD-MOM-HOW	Donny Osmond, RCA Victor 8647
25	29 48 64	A SWINGIN' SAFARI	Donny Osmond, RCA Victor 8647	59	61 69 82	ABOUT THE STARS	Donny Osmond, RCA Victor 8647	91	92 96	POOR LITTLE PUPPET	Donny Osmond, RCA Victor 8647
26	16 10 13	THEME FROM DOCTOR KILGARE	Donny Osmond, RCA Victor 8647	60	65 99 —	LOVE ME AS I LOVE YOU	Donny Osmond, RCA Victor 8647	92	97 —	HULLY GULLY BABY	Donny Osmond, RCA Victor 8647
27	34 44 60	RIMBY DINK	Donny Osmond, RCA Victor 8647	61	67 79 —	MR. SONGWRITER	Donny Osmond, RCA Victor 8647	93	72 —	DO NOT WORRY 'BOUT ME	Donny Osmond, RCA Victor 8647
28	22 20 20	I NEED YOUR LOVING	Donny Osmond, RCA Victor 8647	62	61 69 82	ABOUT THE STARS	Donny Osmond, RCA Victor 8647	94	100 —	DON'T YOU LOVE ME	Donny Osmond, RCA Victor 8647
29	19 7 4	I CAN'T STOP LOVING YOU	Donny Osmond, RCA Victor 8647	63	67 79 —	MR. SONGWRITER	Donny Osmond, RCA Victor 8647	95	96 —	YOUR HEART BELONGS TO ME	Donny Osmond, RCA Victor 8647
30	21 12 12	DANCING PARTY	Donny Osmond, RCA Victor 8647	64	61 69 82	ABOUT THE STARS	Donny Osmond, RCA Victor 8647	96	98 —	SO WHAT	Donny Osmond, RCA Victor 8647
31	42 52 68	MAKE IT AS ON YOURSELF	Donny Osmond, RCA Victor 8647	65	66 78 —	BEACH PARTY	Donny Osmond, RCA Victor 8647	97	—	SILLY BOY	Donny Osmond, RCA Victor 8647
32	30 42 42	ROUTE 66	Donny Osmond, RCA Victor 8647	66	79 — —	BEECHWOOD 4-5789	Donny Osmond, RCA Victor 8647	98	—	LOOKIN' FOR A LOVE	Donny Osmond, RCA Victor 8647
33	49 70 86	DEVIL WOMAN	Donny Osmond, RCA Victor 8647	67	90 — —	GREEN ONIONS	Donny Osmond, RCA Victor 8647	99	—	LIMBO	Donny Osmond, RCA Victor 8647
34	63 91 —	RANBLIN' ROSE	Donny Osmond, RCA Victor 8647	68	82 94 —	SILVER TEARDIPS & GOLDEN NEEDLES	Donny Osmond, RCA Victor 8647	100	—	SWEET GEORGIA BROWN	Donny Osmond, RCA Victor 8647

## HOT 100—A TO Z—(Publisher-License)

[illegible]

## BUBBLING UNDER THE HOT 100

15	10. YOU (Prelude, BMO)	15	101. BEACH PARTY	15	Doris Day, MGM
16	11. THE THREE MUSKETEERS	16	102. LOST TO LOVE—TWO BLUE TO CRY	16	—Oscar Brown Jr.
17	12. THE THREE MUSKETEERS	17	103. OH WHAT IT SERVED TO BE	17	—Carmella, RCA
18	13. THE THREE MUSKETEERS	18	104. THE HATARI	18	—The Four Tops, Motown
19	14. THE THREE MUSKETEERS	19	105. OH WOMBOD	19	—Fetty Clay, Chess
20	15. THE THREE MUSKETEERS	20	106. OLDIE OF YORE	20	—Dwight Dennen, RCA
21	16. THE THREE MUSKETEERS	21	107. HOUSING	21	—Walter Brennan, Liberty
22	17. THE THREE MUSKETEERS	22	108. EVERY NIGHT (Without You)	22	—Paul Anka, RCA Victor
23	18. THE THREE MUSKETEERS	23	109. THIS IS MY CHANCE	23	—The Four Tops, Motown
24	19. THE THREE MUSKETEERS	24	110. PATCHES	24	—Dionne Warwick, Scepter
25	20. THE THREE MUSKETEERS	25	111. I'VE GOT A FEELING	25	—The Four Tops, Motown
26	21. THE THREE MUSKETEERS	26	112. FOR ALL EYES	26	—Donna Williams, Reprise
27	22. THE THREE MUSKETEERS	27	113. DON'T YOU LOVE THE HEART THAT LOVES YOU	27	—Sammy Davis Jr., Capitol
28	23. THE THREE MUSKETEERS	28	114. I'M COMIN' HOME	28	—Paul Anka, ABC-Paramount
29	24. THE THREE MUSKETEERS	29	115. WHAT KIDS OF LOVE IS THIS	29	—The Four Tops, Motown
30	25. THE THREE MUSKETEERS	30	116. SOFTLY, I LEAVE YOU	30	—Judy Day & the Shirelles, Mercury
31	26. THE THREE MUSKETEERS	31	117. MAMA, HE TEATS YOUR DAUGHTER NENE	31	—The Four Tops, Motown
32	27. THE THREE MUSKETEERS	32	118. COMIN' HOME BABY	32	—The Four Tops, Motown
33	28. THE THREE MUSKETEERS	33	119. IT RAINS AT MIDNIGHT	33	—The Four Tops, Motown
34	29. THE THREE MUSKETEERS	34	120. WITH THE TOUCH OF YOUR HAND	34	—The Four Tops, Mercury
35	30. THE THREE MUSKETEERS	35	121. OH, NO ONE WILL EVER KNOW	35	—The Four Tops, Mercury



# Dot's HOT WITH THE FOLLOWING BIG HIT SINGLES

**Speedy Gonzales/The Locket . . . . . Pat Boone**

#16368

**A Swingin' Safari/Indian Love Call . . . . Billy Vaughn**

#16374

**Baby Elephant Walk/THEME FROM THE BROTHERS GRIMM . . . Lawrence Welk**

#16364

**No One Will Ever Know/Because . . . Jimmie Rodgers**

#16378

**(THE ORIGINAL) So Rare/Jay Dee's Boogie Woogie . . Jimmy Dorsey**

#16371

**A Mile And A Quarter/Just One More Lie Sonny James**

#16381

**My Blue Heaven/Spinnin' My Wheels . . The String-Along**

#16379

## OTHER HIT SINGLES

I Found The Only Girl For Me/

Queen Of The Senior Prom

#16360

In Other Words (Fly Me To The Moon)/

The Rest Of My Days

#16361

Say Your Heart Belongs To A Soldier/

The Call Of Summer

#16370

THE MILLS BROS.

TONY MARTIN

THE CROSBY BROTHERS

Exodus/ Never On Sunday

#16373

Third Man Theme/ Quiet Village

#16376

Where Have You Been/

Soldier Of Love

#16357

THE FOUR LADS

GEORGE CATES

ARTHUR ALEXANDER

## BEST SELLING ALBUMS

STATE FAIR • Sound Track DLP 9011 mono, 29011 stereo

HITS OF THE '60's • The Four Lads

DLP 3438 mono, 25438 stereo

SO RARE • Jimmy Dorsey DLP 3437 mono

YOUNG WORLD • Lawrence Welk DLP 3428 mono, 25428 stereo

CHAPEL BY THE SEA • Billy Vaughn DLP 3424 mono, 25424 stereo

MOON RIVER • Lawrence Welk DLP 3412 mono, 25412 stereo

I'LL SEE YOU IN MY DREAMS • Pat Boone DLP 3399 mono, 25399 stereo

YELLOW BIRD • Lawrence Welk DLP 3389 mono, 25389 stereo

WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn DLP 3366 mono, 25366 stereo

CALCUTTA • Lawrence Welk DLP 3359 mono, 25359 stereo

THE WRIGHT TOUCH • George Wright DLP 3447 mono, 25447 stereo

YELLOW BIRD • The Mills Bros. DLP 3338 mono, 25338 stereo

LOOK FOR A STAR • Billy Vaughn DLP 3322 mono, 25322 stereo

THEME FROM A SUMMER PLACE • Billy Vaughn DLP 3276 mono, 25276 stereo

BE MY LOVE • Keely Smith DLP 3241 mono, 25241 stereo

BLUE HAWAII • Billy Vaughn DLP 3165 mono, 25165 stereo

THE MILLS BROS. GREAT HITS DLP 3157 mono, 25157 stereo

STAR DUST • Pat Boone DLP 3118 mono, 25118 stereo

SAIL ALONG SILV'RY MOON • Billy Vaughn DLP 3100 mono, 25100 stereo

MUSIC FOR THE GOLDEN HOURS • Billy Vaughn DLP 3086 mono, 25086 stereo

PAT'S GREAT HITS • Pat Boone DLP 3071 mono, 25071 stereo

MELODIES IN GOLD • Billy Vaughn DLP 3064 mono, 25064 stereo

THE GOLDEN INSTRUMENTALS • Billy Vaughn DLP 3016 mono, 25016 stereo



**"THE NATION'S BEST SELLING RECORDS"**

## Decca Sales in Singles Riding High As Firm Posts Best Mark Since 1954

**And Albums, Led by Surge of Vince Edwards to No. 5, Moving Too; Orders Indicate Heavy Interest in Upcoming Autumn Product**

**NEW YORK**—Decca Records is enjoying its best year in singles since 1954. And on the album scene the orders for the firm's fall product, according to company spokesmen, is even exceeding its own fondest expectations.

Decca on the singles level right now, is tied for second place in the chart, with 10 singles hitting the top 50 of *Billboard's* "Hot 100" chart so far this year. This is the best showing for Decca singles in almost a decade.

The firm's sales have been sparked by hits by Brenda Lee, Burl Ives and Patsy Cline, plus hits so far this year by Bert Kaempfert, Earl Grant and Bob Braun.

### **Braun Bonanza**

The Bob Braun master is an indication of how things swing for a label when it's hot. The Braun disk was purchased by Decca on the basis of the air exposure the artist could get in Cincinnati, where he is a disk jockey. The firm would have been happy to get off the mat with the master there and turn a few dollars profit. But after the disk broke in Cincinnati it started to move out in the Midwest and now has developed into a full-fledged hit.

Decca, always powerful in the country field, has drawn a great deal of its renewed singles strength

from the Nashville scene as country disks, over the past few years, have spread pop. But in addition Decca continues to sell its more traditional type of country record, as exemplified by Kitty Wells or Ernest Tubb to a dyed-in-the-wool country audience.

**Albums.** Too Decca's album sales have been sparked these last few months by the Vince Edwards (Ben Casey) LP. This album, in less than two months, has jumped to the No. 5 slot on *Billboard's* Best Selling Mono album chart. It has turned into

one of the hottest albums of the summer season.

Along with the Vince Edwards LP, sets by Earl Grant, Brenda Lee, Burl Ives, and the new track of "Flower Drum Song" have kept things humming.

Decca always has been a strong firm on catalog. It has rechanneled many of its great catalog items for stereo, and has brought out packages by Bing Crosby and many other stars in this manner. According to company spokesmen, this has given a strong fillip to its catalog sales this year.

## Cameo-20th Execs in Talks

**NEW YORK**—Cameo-Parkway Records of Philadelphia figured prominently on two news fronts this week, with firm execs celebrating admission of the company for trading on the American Stock Exchange as of Monday (13). Cameo-Parkway became a publicly held firm only last year.

Meanwhile, discussions have taken place between Loew and representatives of 20th Century-

Fox Pictures regarding a tie between the Philadelphia firm and the 20th-Fox Records wing of the motion picture firm. A conference was held here Wednesday (8).

Actual details of the possible deal that might be in the works for the two firms were not available. All parties were standing firm on a "no comment" kick. However, it was anticipated that Loew may eventually simply buy

## SINCLAIR NAMED RADIO-TV EDITOR

**NEW YORK**—Charles Sinclair will join the staff of *Billboard Music Week* as Radio-TV Programming Editor, effective August 1. Sinclair takes over the functions currently being handled by Nicholas Biro, who has been promoted to the post of Midwest Editor and will headquarter in Chicago.

Sinclair previously was Special Features Editor for *The Billboard* in 1957 and 1958. Since that time he was first New York Bureau Chief and then Contributing Editor for *Television Digest*. In addition, he has written network TV and motion picture scripts.

Sinclair also has produced a number of radio and programming series and several LP's.

out the 20th-Fox Records catalog, at the same time dropping the 20th-Fox tag.

**Loew Strong** It was also expected, however, that if such a deal were concluded Loew would be in a commanding position, as a result of the transaction, to acquire choice future sound-track properties emanating from 20th motion picture productions. Among these would be the track for the much-heralded and costly "Cleopatra," starring Elizabeth Taylor and Richard Burton.

Another upcoming 20th album to be announced informally by execs Ted Cain, at the recent ARMADA meetings in Florida, will be a live night club album, "Eddie Fisher at the Coconut Grove." Beyond this, the 20th catalog includes valuable items of older items by Shirley Temple, in addition to

*(Continued on page 43)*

## Victor Gets Rights To Skulnik Show

**NEW YORK**—RCA Victor has landed the original cast rights to the forthcoming Broadway musical "La Belle." Show will star Menasha Skulnik, John Denier and Howard Da Silva. Show will be recorded on September 23, right after its Broadway opening on September 18. Show opens in Philadelphia for three weeks on August 13.

"La Belle" has a book by Brendan Gill based on a libretto by the late Bill Hoffman, lyrics by Marshall Barer, and a score adapted by William Roy from Offenbach's "La Belle Helene."

Bob Yorke and Joe Linhart handled the negotiations for the score for Victor with Gerald Oestreicher, show's producer.

## Liberty Appoints Silvers A.&R. Man

**NEW YORK**—Liberty has appointed Ed Silvers to the post of East Coast a.&r. director. Silvers will headquarter at the firm's offices here. Appointment was made by Snuff Garrett, head of a.&r. for Liberty.

Silvers comes from Liberty's production staff, having been Eastern and Midwest promotion manager for the firm, which he joined in 1960. For the past few months he has been working under Garrett, himself a former promotion man for Liberty before getting into a.&r. In his new post Silvers will produce both singles and albums, reporting to Garrett on the West Coast.

## Person-to-Person Parleys Loom As Big Item at NARM Chi Meet

**CHICAGO**—Person-to-person meetings have been arranged between record manufacturers and every attending rack jobber member of the National Association of Record Merchandisers at the upcoming midyear NARM meeting and sales conference. The sessions will be held at the Edgewater Beach Hotel August 26-29.

All day on both Monday (27) and Tuesday (28), private conferences will take place in the Edgewater Room between associate (record manufacturers) members and record merchandisers. Each meeting period will last 20 minutes, after which meeting participants will move on to the next scheduled appointments. Breakfast, luncheon and coffee breaks will be a feature of the two days of business sessions.

In addition, general membership meetings of NARM will be held at 2 p.m. Sunday (26) and at 9 a.m. Wednesday (29). These meetings were described as of "urgent importance" by Jules Malamud, NARM executive secretary. Mala-

mud also noted that no planned social functions of the type held at the annual NARM conventions will occur during the midyear meetings.

Meanwhile, a better than 90 percent attendance of members was indicated in a last-minute tally, according to Kenneth Sachs, Merchants Wholesale Service, Detroit, and James Tiedjens, Musical Eye Record Corporation, Milwaukee, co-chairman of the midyear meetings.

Record companies expected to be represented include RCA Victor, Columbia, Capitol, Decca, Mercury, Dot, London, United Artists, ABC-Paramount, Liberty, Warner Bros., Reprise, Atlantic, Cadence, Roulette, Vee Jay, Cameo-Parkway, Jubilee, Philips, GNP and Jay Jay.

The diskery men are expected to take the opportunity of introducing fall product plans and promotion to the rack jobbers, to discuss rack policy and relationships, and packaging and merchandising techniques as they pertain to record rack merchandisers.

But a blast was issued this week by Hellicher against what he called the "prevalent and dangerous" attitude which finds rack jobbers supplying independent dealers with

## Albert Green Dies in Chi

**CHICAGO**—Funeral services were held here Wednesday (8) for Albert B. Green, father of Irving B. Green, president of Mercury Record Corporation. Green died Monday after a long illness.

Green had been in the record business for many years, forming National Record Pressing in the early 1940's. He also headed the National Record label.

In addition to Irving, he is survived by his widow, Sylvia, and two other sons, Joseph and Michael.

## Disney Label Breaks Marks

**More Than \$1,000,000  
 Written During Program**

**HOLLYWOOD**—Disneyland Records has written more than a million dollars in kiddie business during its current program. This tops the per cent. sales for the same period of a year ago, according to Jimmy Johnson, head of the Disney labels. Johnson said that this figure is the sales of the label has enjoyed at any similar period in its history.

Johnson feels that this is due to the two-fold strength of the label's product and its powerhouse promotion. The latter is closely tied to the Disney film and TV production. These include the return to the air of the "Mousketeers," now being syndicated in some seven records for re-run as a daily half-hour show, and the sequel to the Disney program, "The Wonderful World of Color."

Mousketeer product, originally released under the ABC-Paramount banner as 98-cent singles, will be made available on the Disneyland label, with three disks in the 29-cent series, one at 49 cents, two LP's at \$1.99 each, and a \$3.98 "How to Be a Mousketeer" package. The latter includes a 12-page book.

Other the film side, Disney Studios is reissuing "Lady and the Tramp" feature which originally came out seven years ago. In conjunction with the firm's reissue, Disneyland is releasing two 29-cent records based on the film, one a 49-cent disk, and a \$1.98 LP, plus a \$3.98 collector album with a picture book.

The studio also is preparing a new full-length movie feature, to be issued in the form of a box office, called "In Search of Castaways," with Hayley Mills, Maurice Chevalier and George S. Scott. The release of the film, the label will issue a \$3.98 storyteller LP with picture book and the sound track plus several other titles. The singles will come out under the Buena Vista banner, the Disneyland sister label.

## Firms See Big Dion Months

**NEW YORK**—Laurie Record is completing plans for a fall and Christmas Dion LP program to include a new Dion LP. It is relatively so small that as we distributors couldn't afford to give any real discount. After all, we have salesmen and promotion men to pay. The racks don't. Their overhead is a lot smaller. If this trend goes on, a distributor will win a lot with a rack jobber and one-stop

## ARMADA POSER: WHAT ABOUT UNDERCUTTERS

**By REN GREVATT**

**NEW YORK**—"What can be done about the problem of rack jobbers selling independent dealers at terrific discounts?"

That's one of the key questions expected to come in for full-dress discussion at the meeting of the officers and board of ARMADA later this month. Details and dates for the meeting to be held in Minneapolis are now being worked out

by Amos Hellicher, recently elected president of the organization.

It is no secret that racks for some time have been taking over many of the functions of distributors. Often they have had the blessing of distributors, who have felt that some accounts are too small to be

profitable. But a blast was issued this week by Hellicher against what he called the "prevalent and dangerous" attitude which finds rack jobbers supplying independent dealers with

excess product they can't handle on their racks.

Here's what happens," said Hellicher. "We sell to the racks at a 10 per cent functional discount. There is no way for us to determine exactly what they need for racks. Some of them simply overbuy to qualify for a better discount. Then they sell the excess off to other dealers—dealers, mind you, who are our competitors."

**Win Both Ways** "They can extend the dealer a

100 per cent return because that's what the racks get from us, and they can also give them a big discount. In many cases that individual dealer can't be relatively so small that as we distributors couldn't afford to give any real discount. After all, we have salesmen and promotion men to pay. The racks don't. Their overhead is a lot smaller. If this trend goes on, a distributor will win a lot with a rack jobber and one-stop

*(Continued on page 36)*

# UA Adds Classical, Now Full Circle

NEW YORK — United Artists Records, which has shown determined expansion moves into the country and western, jazz and children's fields this year, took yet another step in diversification with the news that the firm will soon enter the classical field. The disc in the long-hair line will be by guitarist Sabicas and opera star Tebaldi, and will be issued before year's end.

In the country field, UA is making impressive gains since the inception of the line only six months ago. Success for the venture is attributed mainly to the strong showing of singer George Jones and (Pappy) Daily, veteran Texas music man, who is producing the country disc.

Jones, who was acquired from the Mercury label, currently has three sides on the BMW "Hot 100." Two on UA and one, with Margie Singleton, on Mercury. "She Still Thinks I Care," Jones' first single for the label, and issued almost six months ago, has hit the 250,000

## RCA Victor Signs Sergio Franchi To Red Seal Pact

NEW YORK—RCA Victor has signed young Italian tenor Sergio Franchi to a Red Seal contract. Firm also has signed pianist Lorin Hollander, who has been under a Victor student contract for the last four years, to a Red Seal pact. Franchi, who scored a big success in British TV a few months ago, has now been signed to a contract by impresario Sam Hunko. He will make his U. S. debut at Carnegie Hall on October 14. Victor's first release with the tenor, an album of Italian songs, will be issued about the same time.

Hollander's first recording for Red Seal spotlights the 18-year-old pianist with the Boston Symphony under Erich Leinhardt performing Norman Delo Jojo's "Fantasy and Variations for Piano and Orchestra," which Hollander introduced last year. Pianist is the son of violinist Max Hollander, who was concert master of the NBC Symphony.

## Epic Inks Famed Juilliard Group

NEW YORK—News on the album front at Epic Records last week included the signing of the Juilliard String Quartet, one of the renowned chamber groups of the nation, and announcement of the rub release of the original-cast package for the current off-Broadway revival production of Cole Porter's "Anything Goes."

Signing of the Juilliard group was accomplished by Schuyler Chapin, director of Masterworks Records for Columbia and Epic Records. Chapin said the first project for the Quartet would be the release in November of a special set of the complete Mozart "Haydn" quartets on three LP's. Beyond this, plans call for recording a broad range of material from baroque to contemporary, including collaborations with other Epic artists, including pianist Leon Fleisher.

The production of "Anything Goes," which has just passed its 100th performance, is being performed at the Orpheum Theater on Second Avenue, and stars Ellen Rodgers, Hal Linden and Mickey Deems. It's the first in Epic's new series of original-cast-from selected Broadway and off-Broadway offerings.

mark and is still a chart entry, "Open Pit Mine," the other current item, is the flip of "Geronimo," a former hit.

**Unexpected**  
The label has a new Jones single ready for release Wednesday (15) because it did not expect action on the "Pit" side. This two-sided disc, Jones' second on UA, is selling in the 100,000 category. Jones' first UA album, released three or four months ago, and titled "New Favorites by George Jones" has hit the 50,000 mark and the firm's fall plan carries an unusual three albums from the artist. These have an aggregate initial order of more than 25,000.

**Other Covers**  
The label has other artists in the country field also causing a stir. (Continued on page 14)

# Columbia Plans Its Own German Subsid

By OMER ANDERSON

**COLOGNE** — Columbia Records is planning to erect a German subsidiary to handle the Columbia repertoire in this country. Negotiations have broken down between Columbia and Ariola, which wanted to take over the Columbia line in Germany from Pläne. Columbia sources say that the month-long dickering is hopelessly deadlocked, and that any

## LONG, TIGHT FIGHT

### Erroll Garner Columbia Settle Legal Squabble

NEW YORK—Erroll Garner and Columbia Records settled their long-standing dispute when the pianist made an out-of-court settlement. Both sides agreed to drop all court proceedings. Terms of the settlement were not disclosed, with everybody concerned being pledged to secrecy, but it was ascertained that the pianist received a financial settlement.

Garner's Columbia bangle goes back to 1958, after he had completed two years of a five-year pact. In August of that year the pianist stopped recording for the label, claiming Columbia had breached the contract.

**Background**  
The dispute began up when Columbia issued a recording of older Garner tracks, which the pianist claimed were not suitable for release. He obtained a temporary injunction against sale of the album. A short time later Columbia filed a \$1,500,000 suit against the

struggle between Garner and Columbia was a long and costly one for both sides. It is one of the rare cases where an artist has stood up against a record firm in contractual dispute for such a long time period.

The dispute also had interesting implications for artist contracts now and in the future as to the rights of the artist or the disky company in older tracks that have been approved for release by the artist. Some contracts now have specific prohibitions against the release of

(Continued on page 14)

By SAM CHASE

**ST. LOUIS** — More than 300 disk jockeys are expected at this city's Sheraton-Jackson Hotel during next weekend, August 17-19, for what may be a decisive convention of the National Association of Radio Announcers. The jocks mainly are identified as those outstanding in airing rhythm and blues programming.

An air "let's-get-down-to-business" seemed to predominate as NARA officers made plans to get the organization rolling on a year-round national basis. The convention also was geared to the theme, "A Time to Speak," based on a program of activating DJ's in the

AUGUST 18, 1962

BILLBOARD MUSIC WEEK 5

## NARA AGENDA

Complete agenda for the St. Louis convention of the National Association of Radio Announcers, to convene Friday (17), will be found on Page 10.

civic affairs of their respective communities.

Acutely aware that any meeting of disk jockeys is suspect as emphasizing the social rather than the business side, NARA President Bill Summers of WLOU, Louisville, Ky., told Billboard Music Week that this year's agenda has been

for the Columbia repertoire in Germany and at the same time a base for Columbia's participation in the trading supermarket.

Columbia's thinking in this direction is said to be influenced by a series of recent European trade moves, primarily the getting together under joint ownership of the disk arms of Siemens & Halske for Columbia (BMW, July 21).

Ariola is similarly influenced. Ariola is wasting no time hatching a number of expansion deals, the details of which Ariola executives promise shortly.

**To Streamline**  
Ariola is also pressing internal reorganization and streamlining to provide a base for expansion.

In the latest move move, Ariola has absorbed its sister German firm Sonopress GmbH, a pressing plant. The consolidated company will operate as Ariola-Sonopress GmbH, concentrating all phases of disk production and sales under a single management.

## MONTH OF BILLIE SAYS RIVERSIDE

NEW YORK — Riverside Records is designating August as Billie Pool's Month. The firm has canceled other releases for the month in order to concentrate its selling momentum on the new female vocalist, who has recorded her first album for the firm. The label's pressy, Bill Grauer, discovered the girl in Europe on a recent sojourn, but she was born in California. Trade and consumer advertising will bolster the disk, while window and in-store advertising will also be utilized.

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planned "to show that jocks can be identified with something besides the 'bucks, broads and booze' that many people associate with."

Summers said that all activities will be kept under one roof—the hotel—to prevent the dispersion of DJ's during business hours. Dave Dixon of KATZ, St. Louis, who will serve as banquet toastmaster and who helped set up arrangements, also noted that there will be no hospitality suites, as such, to divert the jocks this year. He said that the program had been planned to alternate business sessions with luncheons, dinners and shows to allow for the lighter side as well as the business sessions.

**Dramatic Change?**

However, it is the NARA meeting themselves that are expected to settle the future of the organization, now about seven years old. In the past, NARA members have

(Continued on page 14)

## Fete Nat Cole For 25 Years' Entertaining

**HOLLYWOOD**—Approximately a thousand entertainment industry luminaries and civic leaders jammed the Embassy Room of the Ambassador Hotel last night for a dinner paying tribute to Nat King Cole on his 25th anniversary in show business.

The entertainment program featured such performers as Patti Page, Dick Gregory, Dick Shawn, Mable Jackson and Gary Chubb. Special master of ceremonies was written by Sammy Cahn and Jimmy Van Heusen.

Among those paying tribute to Cole were Capitol Records President Glenn Wallach, who presented the artist with a gold microphone, and members of the Los Angeles City Council and the County Board of Supervisors. They presented the artist with a civic citation.

The event was sponsored by the Urban League which also presented Cole with a plaque for his contribution to the organization. Among the show business men present in the audience were Sarah Vaughan, Groucho Marx, Coleen Gray, Robert Stack, Ed Wynn, Ricardo Montalban and Paul Henry.

## Stark Takes Over Subsidiaries

NEW YORK — Howard Stark, sales director for Westminster Records, a part of the ABC-Paramount disk unit, has taken over the supervision of sales and merchandising for Impulse and Am-Pa subsidiaries.

Stark will work with Bob Thiele, a.k.a. director for Impulse, on the reactivated "A" line, known for a million seller, "Little Star." The two will screen masters for Apt. First Apt release under the new program will be by British chitlin, Lonnie Donegan, who has cut "Pick a Bale of Cotton" and "Ramblin' Round."

Impulse activity will center, in the weeks to come, on new releases by Count Basie, Max Roach, McCoy Tyner, Shelly Manne, Jackie Paris, Manny Albam, John Coltrane, Curtis Fuller and Roy Haynes.

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# Decca Opens Nashville Office

NASHVILLE—Decca Records, long one of the major powers in the country and western fields, opened its new permanent headquarters in this town last week (8) sparked by elaborate opening day ceremonies attended by many of the label's top artists. Top Decca executives, including Leonard Schneider and Marty Salkin, flew down to Nashville to attend the opening day festivities.

In charge of Decca's new offices here is a.s.r. chief Owen Bradley, assisted by Harry Silverstein, who oversees Decca promotion for the area. The same building now houses branch offices of Decca's two publishing firms, Northern and Champion Music. Two firms are managed by Gerald Nelson and Jerry Crutchfield.

The new building, a two-story edifice of modern design, is located on 16th Avenue South in the heart of Nashville.

Decca's long association with Nashville goes back to the earliest



DECCA RECORDS' sleek and shiny new permanent headquarters in Nashville.

days of the company's history. Many of the firm's earliest country names are still active today and still selling lots of records.

They include Ernest Tubbs, Kitty Wells, Red Foley, Webb Pierce, Bill Monroe and Jimmy Davis. Newer artists who have made a name on the Decca label include the Wilburn Brothers, Goldie Hill, Bobby Helms, Roy Drusky, Jimmie Martin, Grady Martin, Bob Beckham, Loretta Lynn and Connie Hill.

A number of Decca's top talents

only record in Nashville: Burl Ives, Brenda Lee and Patsy Cline all cut their recent string of hits in this city.

Schneider said that the new Decca offices are evidence of the firm's continued faith in the city and the people of Nashville.

"It's an expression of our confidence in a venture that is both economically sound and rich in its musical heritage. We're proud to be a part of this heritage that enriches so many throughout the world."

## SELLER, NOT LANDLORD, GUILTY IN INFRINGEMENT

NEW YORK—A long-standing litigation which sought to establish the liability of a record retailer—as well as the manufacturer—in the case of copyright infringement was settled this week in favor of the plaintiffs. Federal Judge Thomas Murphy made the decision.

The action was filed more than three years ago by attorney Julian Abeles acting as counsel for the Harry Fox Office on behalf of a number of publishers. Defendants were H. L. Green Company, operator of a number of variety stores, and the Jalen Amusement Corporation, which operated concessions in certain Green stores.

The action specifically involved a number of low-price "cover" records, for which, it was established, "no authorization, permission, consent or license" was ever obtained from their publishers.

It was also established that Jalen "caused and procured such records to be pressed for it by a custom presser, Rite Record Productions, at its special instruction and request."

Thus it was held, Jalen (1) was guilty of infringement and (2) was adjudged to be a manufacturer of records within the meaning of Section 101 (c) of the Copyright Act. The Green firm, however, was

found to be not liable in any way for the sale of records by the concessionaire Jalen, even though the records were actually pressed in Green stores.

In the decision, Judge Murphy found Jalen liable for a statutory royalty of 2 cents for each infringing disk, plus triple damages of 6 cents. Jalen also is to pay attorney fees for Green, in defending the action. Finally, the matter is being turned over to a special master for adjudication of actual money due the plaintiffs under the decision.

Attorney Walter Hoffer handled the defense for Jalen and Green.

## Monument Makes Personnel Moves As Split Day Nears

HENDERSONVILLE, Tenn.—Monument Records is making a series of personnel moves as part of its expansion program to get ready for its amicable split from the London American group on October 1. President Fred Foster has appointed Jack Kirby, who has been with the firm since it was founded, to the post of national promotion and publications director.

Johnny Sippel, formerly with Mercury Records and Billboard Music Week, will become director of marketing. Joe Cash, with Monument for two years, moves to Hendersonville next month. B. J. (Junior) McElvree, formerly with Buddy Dean's WIX-TV programming staff, is joining the firm in a regional post.

Monument has moved into its new quarters in the Bryant Building here, named after clefters Boudleaux and Felice Bryant, who own the building.

Foster said that he will concentrate on a.s.r. and that there will be many new artists added over the next few months. First addition is the current Miss America, Maria Beale Fletcher.

## INDUSTRY BRIEFS

### Amanda Francis in New Post

NEW YORK—Amanda Francis has been named producer for popular artists and repertoire in the East for Columbia Records. Announcement was made by Dave Kaprielis, East Coast director of pop a.s.r. She will be responsible for special album projects and for providing liaison with Columbia Records International a.s.r. and for the use of foreign material on a.s.r. She will also coordinate editing activity of the department's associate producers.

### Post for Billy James

Billy James has been appointed manager of information services for Epic Records by John Kurland, public relations director for Columbia and Epic. James will handle national, local and trade publicity for Epic and Olek, reporting to Kurland. James has been in advertising, promotion and publicity and joined Columbia in May 1961. He is married to TV actress, Sandy Smith.

### Joy Records Gets Master

Joy Records has snagged the recording of "Back to an Empty Room," by Lee Caron on Cadillac. The disk has been getting action in the Detroit area, according to Joy's Johnny Farrow. Dick was produced by Graham Prince. Caron, singer-comedian, has signed a contract with Joy.

### New Post for Catherine

CHICAGO—Gene Catherine, former rep for Vee-Jay at Big Town Music in New York City, has been upped to the post of regional field manager for West Coast for the label. Vee-Jay chief Ewart G. Abner made the appointment.

## Aidon Keeping Up With Torrid Pace

NEW YORK—The Nevins-Kirschner music firm, Aidon Music, is again setting its hot-hat pace in 1962, following up its smash-hit season of last year.

This week the firm had a rare distinction. It is publisher of the No. 1 and No. 2 tunes on the "Hot 100" chart, and it produced both records besides.

The top disk "Breaking Up Is Hard to Do," with Mel Sedaka on Victor features an Aidon tune, and the second platter, "Loco-Motion," with Little Eva, is on its own Dimension label.

Right now Aidon has four other tunes moving, including "Point of No Return," by Gene McDaniels; "Yenus in Blue Jeans," by Jimmy Violette; "Feathers" by Dickey Lee, and "I Might as Well Rain Until September," with Carol King. The firm has had six records in the Top 10 so far this year.

## CBS 6-Month Report: Sales, Earnings Rise

NEW YORK—Columbia Broadcasting System net income was \$14,153,308 and sales of \$246,656,296 were reported for the first half of 1962. Both totals topped figures for the same period of 1961. CBS showed net income of \$9,409,332 and sales of \$240,767,746. Current earnings were placed at \$1.59 a share compared with \$1.04 a share (adjusted for stock dividend) for last year's first six months. The CBS board of directors declared cash dividend of 35 cents a share on the firm's common stock, payable September 7.

### Bourne Forms Review Board

NEW YORK—Bourne Music has added a new look to its educational library. Firm has appointed an editorial review board with the addition of consultants Ralph Satz and John Cavacas. Also on the board are Bourne executives Judy Bell and Dana L. Berman. Firm intends to embark on an expansion program for its standard band music and educational catalog.

### Strand Business Zooms

NEW YORK—Strand Records has written more business in the first 10 days of August with its new releases than in any month before in the history of the label, according to general manager Sid Pastner. Firm has issued 50 new albums and has started a percussion line. Firm's production is now priced for the low-price or budget LP market.

### Mr. Peake Group to Vee-Jay

NEW YORK—Distribution of Larry Uttal's Mr. Peake label will be handled from now on by Vee-Jay Records. The Mr. Peake line includes "The Sound of Silence" and the Ebbitts, Gary Sites, the Viscounts, the Earls, and the Four Voices. At the present time "Limbo" by the Ebbitts is being action for the label. Uttal will continue to produce the disks. Vee-Jay is also distributing the Ace label.

### Beckerman Adds Pair

MILWAUKEE—Bob Krattke and Shun Loucks have been added to the Beckerman Distributing Company sales staff. Krattke, formerly with the Garmis Distributing Co., is headquarter in Green Bay and will cover the Northern Wisconsin territory. Loucks will call on the trade in the Milwaukee area.

Distributor Harry Beckerman says the staff additions were needed to handle the firm's growing volume of business. Newest labels in the Beckerman roster include Reprise, Colpix and Fury. Beckerman also recently completed a pact with M. S. Distributing Company, Chicago, to represent that firm's labels in Wisconsin.

## Sydney Nathan Quits as Director Of Beltone Records

CINCINNATI—Sydney Nathan, head of King Records here, has been named as director of Beltone Recording Corporation, New York, effective August 8. Nathan stated that neither King Records nor any of its affiliates or sister companies has ever had any financial interest in the Beltone firm.

King and affiliated companies, under a contract with Beltone, issued a record on the label in January 31, 1962, pressed and distributed Beltone Records, Nathan said, but at no time did they have any investment in Beltone.

## SONG PLUGGERS TO FROLIC AT WARING'S AGAIN

NEW YORK—Fred Waring's annual outing for song pluggers will take place again this year at Waring's Shawnee on Sunday, August 19, at the expiration of the Waring's Pennsylvania Pocono Mountains. Date for the outing is September 13, with golfers in on the day after the outing, September 12, if they wish. Hy Ross and Jerry Lewin of the Big Three in New York are handling details.

## Vee Jay Signs Dick Gregory For Album

CHICAGO—Vee Jay Records has signed comic Dick Gregory for one-time-only album release. Gregory, who formerly recorded on Colpix, signed the one-time shot in preference to a definite deal with any firm, according to E. C. Abner, head of Vee Jay.

Abner said that Gregory prefers to do an album at a time on a one-shoot basis, with the promise of doing what he wants rather than following a regular pattern of releases.

This album, which got Gregory a five-figure advance, is entitled "Dick Gregory Talks Turkey" and is set for release on August 17. It was produced by Gregory and will appear under the Vee Jay banner.

## Gospel Songwriter Elected President Of Singpiration

GRAND RAPIDS, Mich.—Gospel songwriter John Peterson has been elected president of Singpiration, Inc., publisher of gospel song book, hymnals and Christmas and Easter cantatas. Alfred B. Smith, founder of Singpiration, has sold his remaining interest in the firm to Peterson, and B. D. and P. J. Zondervan.

The new Singpiration officers are Peterson, president and editor in chief, of Montross, P. J. Zondervan, vice-president and public relations head, B. D. Zondervan, secretary and production manager, and Peter Kladder Jr., treasurer.

Firm is planning to move the Singpiration editorial offices to Grand Rapids. The production and distribution of the Singpiration line of songs and chorus books and hymnals will continue through the facilities of the Zondervan Publishing House in Grand Rapids.

## Edge, Ltd., Buys Indiana Rock Firm

WASHINGTON—Edge, Ltd., this week bought the Indiana Merchants rock operation in Indianapolis. The Edge outfit has taken over the firm and will service its location in the Midwest in addition to its own rock operation in the Middle Atlantic and East Coast States.

## Bill Hall Becomes Officer & Partner At Crescendo

HOLLYWOOD—Bill Hall, formerly West Coast manager of Kapp Records, was named vice-president and general manager of Gene Norman's G&P Crescendo label. Hall comes into the company as an officer as well as a partner. Purpose given for bringing Hall into the firm is to expedite the label's expansion program. His first duties will be in supervising the firm's LP fall release.

According to Hall, the label will seek to strengthen its distributing network as well as excessively promote its merchandiser product in the key markets throughout the country.

# More New Releases



# From the World's



# Greatest Artists



# On Columbia Records



## FEW WEEKS AWAY

Add More Star Names  
To Chicago Music Fair

CHICAGO—Rick Nelson, the Jonath Jones Quartet and the Sue Charles Dancers have been added to the list of stars who will perform in the Art Crown Theater at the World's Fair of Music and Sound. The Fair, which runs at Chicago's lakefront exhibition center, McCormick Place, August 31-September 5, previously announced appearances by Eddie Fisher, Rosemary Clooney, Peter Nero, Eleanor Sieber, Henry Mancini, Stan Kenton and Julie Syme. More top names will be announced.

Besides the show in the Art Crown Theater, the Fair will feature a host of other entertainment specialties, under the heading of demonstrations and exhibitor displays.

**NORAD Band**  
The G. Leblanc Corporation of Kenosha, Wis., has scheduled demonstrations of performance by the Leblanc Choir Chorus with Dr. William Gower as soloist; clarinetist De Franco soloing with the Columbus, Ohio, jazz band; the North American Air Defense Command band in a presentation of its vocal choir, and Vincent and Abeto soloing with the NORAD band.

Echolette Corporation of Lansing, Mich., will present demonstrations of its echo chamber effects with a nationally renowned guitarist.

W. W. Kimball Company, Evansville, Ind., will present organist Emlyn Owen twice daily in musical demonstrations on the company's entire line of organs.

## WEEKLY MARKET ANALYSIS

Continued from page 1

past year or two. And many stores that carry singles only stock top releases. Suburban neighborhood stores outside the main downtown business district handle most of the business for the new releases, claim local jobbers.

According to a number of leading distributors in town, the downtown Woolworth's is the prime selling location for the singles. The record department stocks a wide range of single product and promotes with blow-ups of the BMW chart. LP's sell well since most of the downtown department stores concentrate on that type of material. "West Side Story" soundtrack was a leading seller among LP's, for the picture recently opened in the area.

Despite all the problems, singles business has been above last summer's showing. Some of the least new releases are giving answer to "Roses Are Red." These are "As Long as the Road Is Red" by Floriane Darlin on Epic, "Green Onions," by Booker T. and the M.G.'s on Swan; "I'm the Girl From Wolverton Mountain," by Jo Ann Campbell, Capitol; and "Johnny Hottelton Record on Cadence. Another hit one has been "Sweet Georgia Brown," by the Carroll Brothers, also on Cameo. According to Mountain Distributors, a one-stop, juke box operators in the area break into the record business. They sell in town go for jazz and sweet music primarily (Brubeck, Mulligan, etc.), while the out-of-towners go for pop.

## Houston Firm One-Stops &amp; Racks, Too

HOUSTON—The H. W. Dally distribution firm, which has quietly moved into the one-stop business here, is also forming its own rack-jobbing company. Records of Houston, Sales division of the firm is being headed by Roy Buckner. (See separate story.)

On the discount scene: Three weeks ago a new location was opened by United Discount here. It is selling records of all LP labels for \$1.29, 98 cents, and 88 cents. The majority of the material was reported to consist of cut outs and dumps, but some leading cut-outs such as Elvis Presley's "Hot Luck" LP, were being used as a traffic builder.

Some of the singles titles getting action were the brand-new Don Gardner and Dee Dee Ford side on Fire, "Don't You Worry," Johnny Crawford's "Gone with the Wind," Genea Gove, "Del-Fi," "Tijuana Breeze," El Clod, Challenge; "It Might as Well Rain" Until September, Carole King, Dimension; "Do You Love Me," by the Contours on Gordy and the new Lew Rawles-Lee McCann single on Capitol.

Jockeys in town continue to lean on older discs, this has stimulated action on the old "Something Precious" side by Skeet Davis, and Gene Pitney's "Town Without Pity," despite newer releases by both artists.

MGM-Verde Records is bringing recording stars Richard Chamberlain, Connie Francis, Joni James, Conway Twitty, Ella Fitzgerald, Jaye P. Morgan, the Wanders, Stan Getz and Leroy Holmes.

Acoustic Research, Inc., will present a "live versus recorded sound" demonstration twice daily by the famed Fine Arts Quartet.

Columbia Records will produce a country and western concert featuring Chubby Checker, Billy Walker, Sandy Cole and Martin Worth and her troupe.

**Audience Sing**  
Fred Waring's Swanee Press, Inc., has set a clinic for choral directors with Charles H. Webb Jr., Waring's long-time associate and Educational Co-ordinator of the Fred Waring Music Workshop. Webb will present an introduction to the choral techniques that have made Waring's professional singing group a model of perfection in expressive styling. He will use the audience as his chorus.

Another musical spectacular has been set up by the Ludwig Drum Corporation, with RCA Victor recording artist, Fred Sneyd, Joe Morello of Dave Brubeck's jazz group; Frank Arsenault, national rudimental champion; Bob Tillet, national drum champion, RS, Chicago; Al Payson, percussionist, Chicago Symphony Orchestra; Bob Westberg, mallet percussionist with the University of Michigan Bands; and William D. Revelli, conductor of the University of Michigan bands.

Other demonstration groups and artists will be named.

## NEW ON THE TOP LP'S

Continued from page 1

134. NICE 'N' EASY... Frank Sinatra, Capitol W 1417  
137. BABY IT'S YOU... Shirley, Capitol SLR 504  
139. IN THE WE SMALL... Frank Sinatra, Capitol W 581

## STEREO

37. ALL THE WAY... Frank Sinatra, Capitol SW 1598  
38. THE WAY WE LIVE... Bobby Vinton, Epic BN 26200  
42. SINATRA SINGS... OF LOVE AND THINGS... Frank Sinatra, Capitol SW 1729  
48. SOMETHING SPECIAL... Kingston Trio, Capitol SP 1747  
50. SPARKS... The Orioles, London SP 44016

## WRONG FIRM

WASHINGTON—The Securities & Exchange Commission says it gave the wrong firm as underwriter for Music Royalty Corporation's recently proposed public stock offering. (Billboard Music Week August 13.) Listing-writing firm should be Associated Securities of Fifth Avenue, New York, not the Pittsburgh company erroneously mentioned in the SEC News Digest.

## Texas Firm Wears Many Hats in Making Rack Move

HOUSTON—H. W. Dally Company, independent Texas distributors, is going into the rack jobbing business. The distrib firm, which has been involved in a one-stop operation for some time, also will expand these activities. All labels will be handled in both operations. The rack jobbing will be called Records of Houston and will begin full scale operation soon.

Heading up the new Dally enterprise is Roy Buckner who has been a field salesman for the regular distribution outlet. Bud Daily, chief clerk, said that the move was dictated by the complex distribution structure in this area. The new rack wing will also have representation

## Pop

## EXOTICA SUITE



St Zentner and His Orchestra, Martin Denny, Liberty LMM 13020 (M); LSS 14020 (S)—Two of the label's top-selling instrumental artists are teamed on this set, which should mean double the sales impact. The album is a special project where the music has been written by Les Baxter specifically for the date with arrangements by Zentner's "Up a Lazy River" arranger Bob Florence. The set has Denny's smooth island flavor mixed with the swinging Zentner sound. "Tiki," "Calabash Annie" and "Ball Monkey Dance" are three of the outstanding tracks which total 12.

## PORTRAIT IN MUSIC

George Maharis, Epic LN 24021 (M); BN 26021 (S)—Here's the TV star with the second smash album for the label. It's packed with the same old, tender renditions of ballads that scored for the lad in his first set. The material is mostly standard with a few lesser-known tunes through in for good measure. The tracks are nicely backed by strong orchestral and chorus arrangements by Glenn Osner and Bob Merly. "Where Are You," "Fools Rush In," "I Can't Stop Loving You," are top tracks along with the lad's latest single "Talk to Me."

## Jazz

## THE TEMPERANCE SEVEN



Kapp KL 1287—The top-selling British trad group swings in 1962's style on this set. The band is re-creation of the music of the wild and woolly "Roaring" era and it carries off its job with much authenticity. Instrumentation is novel and unique, featuring tuba, banjo and a wide variety of percussion sounds. There's something about the group's deejays for this one, as there is nothing quite like it (made in the last 30 years) on the market today. Tunes included cover the music of the era, with "Charleston" and "Black Bottom" typical.

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## NEWS REVIEW

## Low Price LP's Pack Crisp Punch

London Records, under the highly successful Phase Four audio series, has undertaken to turn the tide of the LP market under the wing of its Richmond, low price LP line. Heretofore, Richmond has consisted chiefly of older London recordings, reissued in the lower price form, but for its new "percussive Stereo" series (\$3.99 list) the label has brand-new material, largely of British derivation.

The first dozen sets, released last week, contain extremely material, if not wholly natural, separation effects, with a single instrument or section bouncing sharply from speaker to speaker in as short a space as a few measures. Ofttimes, in fact, when one speaker suddenly comes alive with sound, the other may go almost completely silent.

It's dramatic and full of the kind of impact one can't fail to catch, and on the theory that the customer already has graduated from the "true-to-life sound" idea, and is looking for startling new kicks, this may be the kick. Technically, incidentally, the sound is clean and crisp.

Among the better sets, one would have to include Ralph Kennedy's hit band scorings of Broadway tunes; Miguella's standards done in LP form; and a variety of striking percussion effects, and Ian Fraser's delightful mood set of standards for the "young at heart."

All of the sets, however, feature exemplary sound and represent a fine buy at the price, and comparable to many at a higher tag. Included are: "Standards with a Latin Beat," RPS 39001; "Big Band Goes to Broadway," RPS 39002; "Twin Peaks," RPS 39003; "Swing Low, Swing Sweet," RPS 39004; "Disney Meets the Wizard," RPS 39005; "Two Pianos Play Strauss," RPS 39006; "Ballin' the Jack," RPS 39007; "Friedly Persuasion," RPS 39008; "For the Young at Heart," RPS 39009; "Society for Lovers," RPS 39010; "5 Guitars, 50 Fingers," RPS 39011; "Band Concert," RPS 39012.

REN GREVATT

## MUSIC WEEK

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**JOHNNY FOX**

"YOU LAUGH LAFF TOO MUCH"

Newtime #507

**THE IMPERIALS**

"THE LETTER"

Newtime #505

**JOHNNY & WILLIS**

"RUN, JOE"

Newtime #509

**BETTY RENNE**

"DARLING, BLESS YOU"

New-Art #1001

**JESSIE FOUNTAIN**

"IF I HAD THE POWER"

New-Art #1002

**THE CAPRI SISTERS**

"IS IT TRUE"

Newtown #5008

**NEWTOWN RECORDS**

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# R.&B. Jockeys Pack Lots of Weight In Getting New Entries Off and Running

**Wield Substantial Influence on Kinds of Singles Companies Make;  
Group Often Used for Testing Purposes of New Product's Value**

NEW YORK—The power of the r.&b. jockey as a record starter hardly ever has been stronger than it is today. Though the r.&b. jockeys have had considerable influence over the past years in exposing new disks, and helping them go pop, their influence on the singles business has grown to the point that it is estimated that as many as 20 to 30 per cent of current hits were kicked off by r.&b. jockeys.

Their influence not only extends to starting records and exposing them, but also tends to influence the singles manufacturer to make more of this type of record. It is noticeable that today many record companies have hired promotion men to stay in touch with r.&b. jockeys, and to test records with r.&b. jockeys before sending new product to pop jockeys. Many r.&b. jockeys are sought out as discoverers of talent and even songs.

### Will Go All-Out

The reason that r.&b. jockeys have been able to wield such power is partly because they, in the main, are willing to go all-out on a new record—even by an unknown artist—if they dig the disk.

R.&b. jockeys, speaking generally, represent a solid area of sta-

tion programming where there is much excitement about records. They will rush to put on a new release, without the complicated systems that stymie many pop jockeys before then can get a new record on the air.

Another reason is that many of the r.&b. jockeys are better than average jockeys, with exciting deliveries, a knowledge of the record field, and a desire to put on a swinging record show.

### Importance Grows

Their importance to the pragmatic singles record manufacturer has grown in direct proportion to the takeover of so many formerly swinging pop stations by formula radio, Top 40 programming, sweet music and LP programs.

"The r.&b. jockey is an important man today," one currently successful a.&r. man observed last week. "He fulfills a real need. I can count on the fingers of one hand the number of pop stations where I can get a new artist exposed. But I can get that same new artist's record played with a great many of the r.&b. jockeys."

"My job is to keep trying to make hits with new artists, so I aim a great deal of the product I make at the r.&b. jockey."

I try to make the kind of record he will want to play, knowing that if he can start it really moving, the pop jockey in his city will jump on it and expose it to a wider audience."

## Annual Convention

# NATIONAL ASSOCIATION OF RADIO ANNOUNCERS

SHERATON-JEFFERSON HOTEL, ST. LOUIS, AUGUST 17-19

### Official Schedule

#### FRIDAY, AUGUST 17

Noon-8 p.m.—Registration.

5-7 p.m.—Executive Committee meeting, including elected officers and chairmen of committees—Room 7.

7-30 p.m.—Cocktail party and dinner, sponsored by See Jay Records.

11 p.m.—Show, Boulevard Room, refreshments, sponsored by Sengler and Wand Records. Entertainers from the rosters of following record labels: Capitol, Mercury, Philips, Sue, Duke, Jamie, Far, AFO, Scepter, Chess, Atlantic, Liberty, Big Top.

#### SATURDAY, AUGUST 18

Registration continues outside Room 7.

9-11 a.m.—Breakfast and broadcast by Miss W. M. Gracie of KATZ, St. Louis, and Tom Eggleston, Attorney General of the State of Missouri.

11 a.m.-1:30 p.m.—Convention Workshop: Radio Owners' Forum on "Responsibilities of Management." Open speakers' time.

2:30-4 p.m.—Luncheon, sponsored by Columbia and Epic Records. Speaker, Warren Hearnes, Secretary of State, State of Missouri.

4-6 p.m.—Closed general business session, election of officers.

7-8:30 p.m.—Dinner, sponsored by Big Top Records. Guest speaker, Moss Kendrick, marketing consultant, Washington, D. C.

9 p.m.—midnight—Cocktail party and show featuring Sam Cooke, sponsored by RCA Victor Records—Boulevard Room.

#### SUNDAY, AUGUST 19

9-11 a.m.—Buffet breakfast, sponsored by Atlantic and Chess Records.

11 a.m.—noon—Closed morning business session.

12:30-2 p.m.—Afternoon business session, open to members and associate members.

2-4 p.m.—NARA Banquet, sponsored by Berry Gordie of Tamla-Motown-Gordie Records. Guest speaker, Andy Hatcher, White House press aid and assistant to Pierre Salinger, Toastmaster, Dave Dixon, KATZ, St. Louis. Installation of new officers by J. W. Hankins, president of Mammoth Insurance Co., Louisville, Ky.

## FM Station Accused of Air Misuse

WASHINGTON—The FCC has threatened to revoke the license of WCLM (FM), Chicago, for alleged misuse of its subsidiary channels for storing and background music. Another station, KELP (AM), El Paso, Tex., faces a \$5,000 fine for allegedly plugging teen-age "Fun Dances" as a station presentation, although receiving \$1,000 and other considerations from a commercial sponsor.

A bill of particulars against the Chicago station, owned by Carol Music, Inc., alleges that the station used its storecasting facilities to include commercials and horse-racing results, leased service on the sub-channel to another user without reporting it to FCC, renewed license on the basis of balanced programming but actually devoted major time to music and commercials primarily directed to chain grocery stores. Station has 30 days to answer the charges.

## MYSTERY ENDS; JAMIES FOUND

BOSTON — The Jamies' Epic disk of "Summertime Summertime" hit the No. 38 spot in *EMW's* Hot 100 last week, but until now the whereabouts of the owners of the hit have been unknown, since the disk was made four years ago.

Arthur Blui, an original member of the group, told *EMW* that Tom Jamieson, writer of the tune, is working in a hospital in suburban Boston. His sister, Serena, the wife of a Marine Corps lieutenant, lives in California. Jennie Roy, also married to a serviceman, lives in Maine. Blui himself works for the Greater Boston Distributing Company.

# "WE CAN'T STOP LOVING YOU"!

## ABC-PARAMOUNT RECORDS, INC.

ABC-PARAMOUNT  
RECORDS

1501 BROADWAY  
NEW YORK 36, N.Y.  
LONGACRE 3-4220

OFFICE OF THE PRESIDENT

National Association of Radio Announcers  
Sheraton-Jefferson Hotel  
St. Louis, Missouri

Gentlemen:

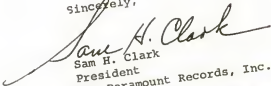
On the occasion of your fourth annual convention, I am delighted to pay tribute to each individual member and your organization as a whole for the outstanding services you are performing in the field of radio broadcasting.

Speaking for ABC-Paramount and its wholly-owned subsidiaries -- Command, Grand Award, Impulse! and Apt -- my staff, our recording artists, distributors and everyone connected with ABC-Paramount, let me say that the gratifying success we have enjoyed has been due in large part to the wonderful cooperation of the members of the National Association of Radio Announcers. To say "thank you" seems inadequate, but it also seems the most sincere form of gratitude.

We hope that our product will continue to meet with your approval, and along this line, we would be happy to hear your suggestions at any time. We will continue to strive for the type of recorded music that you want associated with your programming.

Again, thanks from all of us, and, paraphrasing the title of one of our hits that you helped make, "We Can't Stop Loving You".

Sincerely,

  
Sam H. Clark  
President  
ABC-Paramount Records, Inc.



This One





**Best  
Wishes  
to the**

# NATIONAL ASSOCIATION OF RADIO ANNOUNCERS

**for a Successful  
Convention from**

## ★ BARBARA LYNN

**"YOU'LL LOSE  
A GOOD THING"**

Landa #1220

## ★ MAUREEN GRAY

**"OH MY"**

Landa #692

## ★ LITTLE BILLY & THE ESSENTIALS

**"THE DANCE IS OVER"**

Landa #691

## ★ BILLY JEAN HORTON

**"COME BACK  
TO WICHITA"**

Jamie #1231

## ★ AL JONES

**"LONELY THIS  
SUMMER"**

Jamie #1232

## ★ MAC DAVIS

**"I'M A  
POOR LOSER"**

Jamie #1227

# JAMIE GUYDEN

**RECORDS**

Philadelphia, Pa.

## TALENT REVIEWS

### NIGHT CLUB

## Hawkins & Monk—Cool, Cool, Cool

Two jazz greats are teaming up to play to sizable throngs at the Village Gate, in New York's Greenwich Village, despite the summer heat and lethargy that normally pares down attendance. Coleman Hawkins and Thelonious Monk each is fronting a four-man combo and the results bear out the validity of their exalted reputations.

The Hawkins group seems somewhat the better co-ordinated of the two. It consists of Tommy Flanagan at the piano, Edlie Locke on drums and Major Mule Hodge on bass. The last-named has a humming attack reminiscent of that used by Slam Stewart, and he broke up the crowd. Locke took over for one long solo spell that bordered on the fantastic, first beating his drums with his bare hands in rhythms going from the East to the West Indies and back before picking up his sticks and winding up in a big blaze that rocked the joint.

As for Hawkins, he plays like what he is, the original tenor sax virtuoso. His work on "All the Things You Are" and "Joshua Fit the Battle of Jericho" wound through variations that touched every mood and type of attack, all of them extraordinary. The old master remains in fine fettle.

Monk's keyboard work is backed by Charlie Rouse on tenor, John Ore on bass, and Frankie Dunlop on drums. Monk continues to emphasize simple melodies which are given a most complex harmonic treatment. Long variations on "Getting Sentimental Over You" drew the biggest response from the crowd, though his playing of some of his own compositions also were well received.

Between the two groups was comic Hugh Romney, whose efforts have been released on World Pacific Records. Romney worked too hard at being deliberately silly, and far-out. His material was less of the buffalo variety than it was long and complex, tinged heavily with pseudo-hip phrasology and continued allusions to dope and weed. Romney has the basis of a yarn-teller's delivery, but he is woefully in need of material.

SAM CHASE

## Hope Drips for House Bills Rescuing Hi-Fi Indies From Slaughter by Taxes

WASHINGTON—Bills to prevent the tax slaughter of independent hi-fi component manufacturers under an IRS reversal of excise exemption for this industry still languish in the House Ways and Means Committee. Although the bills have strong bipartisan support, committee spokesmen say the hi-fi matter has not yet squeezed onto the crowded agenda in this rapidly dwindling session—but it still has a chance, however slight.

Even if the bill should be reintroduced and successfully passed next session, it may be too late to save many firms, High Fidelity In-

stitute president, Ray Pepe, points out. Pepe and a flying wedge of hi-fi manufacturer spokesmen spent over a week in the Capital recently, trying to get last-minute action on legislation to save the industry from Treasury's pennywise, pound-foolish policy.

Treasury's tax take on this small segment of manufacture would be minuscule, says Representative Philbin (D., Mass.), one of several sponsors of the legislation. Any small revenue would be more than offset by loss of tax-produced income when hi-fi manufacturers continue to fold, closing facilities, ending experiment and research so urgently needed in the Space Age.

Since declaring a new way of life for the FM and FM-sterco broadcasting services, FCC spokesmen have repeatedly pointed out that only the highest quality sound in both transmission and receivers can win the public and supporting advertisers to broad FM use. Quality sound research, of the type pioneered and continued by hi-fi component manufacturers, was never more important than in the new era of FM-sterco. The FBI of prospective 82-channel television coming in on government-run all-channel sets, all using the FM band for sound.

Representative Philbin said Congressional intent to exempt the specialized hi-fi component manufacturers from the ordinary component tax bracket for "repair and replacement" was made clear in the committee report of 1955. "This bill has also safeguarded the magnetic tape industry with legislative exemption from manufacturers' excise, because it was under competitive pressure. Philbin notes that hi-fi component manufacturers are squeezed between big domestic corporations at home and a mass of electronic imports from abroad.

Bills now in the House Ways and Means Committee to keep the tax off the hi-fi components include: H.R. 11138, by Representative Keogh (D., N. Y.); H.R. 10811 by Burke (D., Mass.); H.R. 9857 by O'Neill (D., Mass.); H.R. 9548 by Philbin (D., Mass.).

## Classics for Kids Outstanding

United Artists has put together an outstanding children's series, the first of which were released last week. The initial 10—all of them list at a remarkable low 99 cents—include nine classic stories and a dramatization for children of the

story of composer Frederic Chopin. Each one of the group is given a full production with orchestra, sound effects and faithful adaptations of the stories. The performers go under the name of the "Famous Theater Company," with the "Hollywood Studio Orchestra," and despite the lack of important name vocalists, all come off well, among those receiving feature billing, do a stand-out job.

In this case, conception, repertoire and talent are much more important than names. The 99-cent line can be regarded as a most worthwhile addition to the children's record field, especially since some of the stories are famous, yet have received little disk treatment in the past. All sets, by the way, are designed for strong visual appeal.

## WIS. MUSIC MEN SET TO TEE OFF

MILWAUKEE—The fourth Annual Wisconsin Music Industry golf jamboree is set for September 12 at the Port Washington Country Club. The event pulls a strong attendance from the Chicago area as well as the State of Wisconsin. Record dealers and distributors, juke box operators and distributors and radio station personnel participate.

John Plimpton, Bay Music Center, is acting chairman. His committee aids include: Bob (Coffeehead) Larsen, WEMF; Bob Bile, Deca Distributors; Harry Jacobs Jr., United, Inc.; Les Lerche, Morley-Murphy Company; Bob Kipper, Triangle Music, Waukegan, Wis., and Ben Olfman, BMW correspondent.

Initial release includes: "Robin Hood," UAC 11001; "William Tell," UAC 11002; "Snow White and the Seven Dwarfs," UAC 11003; "Cinderella," UAC 11004; "Knights of the Round Table," UAC 11005; "Sleeping Beauty," UAC 11006; "The Three Musketeers," UAC 11007; "The Ugly Duckling," UAC 11008; "Puss in Boots," UAC 11009; "The Story of Chopin Told to Young People," UAC 11010.

REN GREVATT

*Our Best Wishes to All  
the Members of NARA—  
Here's Wishing You Much Success  
At Your Annual Convention.  
We Are Most Sincere When We Say—  
"YOU ARE THE GREATEST."  
THESE ARE OUR CURRENT HITS BECAUSE  
YOU HELP MAKE THEM SO  
THANKS*

**These Are Selling Now!!!**

**"YIELD NOT TO TEMPTATION"  
BOBBY BLAND**

DUKE 352

**"SWEETER AS THE DAYS GO BY"  
JUNIOR PARKER**

DUKE 331

**"YOU'RE SOMETHING ELSE"  
AL BRAGGS**

PEACOCK 1918

**"THE KING BEE"  
JOE SCOTT**

PEACOCK 1913

**"HERE'S THE MAN"  
DYNAMIC  
BOBBY  
BLAND**

DUKE 15

**"DRIVING WHEEL"  
JUNIOR  
PARKER**

DUKE 13

**—GOOD LUCK GANG—  
DUKE-PEACOCK RECORDS, INC.**

2809 ERASTUS STREET, HOUSTON 26, TEXAS. ORCHARD 32611. BOB D. ROBEY, PRESIDENT

**7 ★ Count 'em ★ 7 on the charts!**



**Nat King Cole**  
**Ramblin' Rose**  
**#4804**

**The Beach Boys**  
**Surfin' Safari**  
**#4777**

**Glen Campbell**  
**Too Late To Worry—Too Blue To Cry**  
**#4783**

**Nelson Riddle**  
**Route 66 Theme**  
**#4741**

**The Lettermen**  
**Silly Boy**  
**#4810**

**King Curtis**  
**Beach Party**  
**#4788**

**Ray Anthony**  
**Worried Mind**  
**#4742**

## TOP LPs BY CATEGORY

To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LPs are herewith listed by type of material and arranged alphabetically. The same 200 LPs are listed in order of sales strength on the cardboard insert. Those LPs listed in bold face and capital letters are on the chart nine weeks or less.

## VOCAL LP's

(Title Label) Top LP Rank (Stores) Weeks

## Male Vocalists

Album '76 by Rick (Imp)	94
All the Way (Cap)	(37) 17
Always You (Cap)	132
Paul Anka's Big Top 15 (ABC)	48
Belafonte at Carnegie Hall (RCA)	97
RAY CHARLES GREATEST HITS (ABC)	119
RAY CHARLES STORY (ATL)	100
Nat King Cole Sings! George Shearing Plays (Cap)	148
Crying (Mau)	55
Danny Boy & Other Songs I Love to Sing (Cap)	105
Italian-Italian Love Songs (Cap)	86
Don't Tell (ABC)	99
Don't Tell the Twist at the Popperette Lounge (RCA)	38
Don't Knock the Twist (Park)	49
VINCENT EDWARDS SINGS (DEC)	(23) 5
For Two Twisters (Cap)	106
For Twisters Only (Cap)	106
Madly (Cap)	57
Buddy Holly Story (Cap)	107
Hymns (Cap)	114
I LEFT MY HEART IN SAN FRANCISCO (Cap)	31
Remember Tenny (Imp)	104
In the Wee Small Hours (Cap)	129
IT KEEPS RIGHT ON A-RUTHIN' (Cap)	58
It's Just My Lucky Day of Laughing (Imp)	104
Johnny's Greatest Hits (Cap)	29
Jump Up Coltran (RCA)	50
Little Red Again (Cap)	103
Live Up (Cap)	103
LOUIS ARMSTRONG WANDER (LAUREL)	30
George Mueller Sings (Cap)	134
MIST CLAUDE KING (Cap)	133
MILLION SELLERS (Cap)	136
MILLION SELLERS (Cap)	136
Modern Sounds in Country & Western Music (ABC)	21
Modern River & Other Great Movie Themes (Cap)	115
Nice 'n' Easy (Cap)	102
Old Rivers (Lib)	78
On the Return (Cap)	102
PO TUCK (RCA)	(27) 19
ROSE ALAN RED (EPIC)	(39) 63
ROSE ALAN RED (EPIC)	(39) 63
SINATRA & Strings (Cap)	72
SINATRA & Strings (Cap)	72
SINATRA SINGS . . . OF LOVE AND	
SINATRA SINGS (Cap)	(42) 156
Songs for Swingin' Lovers (Cap)	110
A Touch of Yuletide (RCA)	110
Twist With Solby Dancers (Cap)	74
Twist With Solby Dancers (Cap)	74
Twistin' THE NIGHT AWAY (RCA)	91
Twistin' THE NIGHT AWAY (RCA)	91
ROBERT VEE RECORDING SESSION (Lib)	93
ROBERT VEE RECORDING SESSION (Lib)	93
Veratille Burl Ives (Dec)	138
Your Twist Party (Cap)	40

## Female Vocalists

Joan Baez, Vol. I (Van)	18
Joan Baez, Vol. II (Van)	23
Connie's Greatest Hits (MGM)	41
DINAH '62 (RCA)	33
DINAH '62 (RCA)	33
THE FABRIKED POP TIME (Cap)	111
Find of Carnegie Hall (Cap)	144
Love Letters (RCA)	144
RENEE '62 (WB)	101
SHELLEY (Cap)	101
Sincerely Brenda Lee (Dec)	109

## Duos and Groups

Baby It's You (Seag)	137
Best of the Kingston Trio (Cap)	(11) 16
Caliente Concert (Cap)	111
Encore of Golden Hits (Mer)	64
THE EVERETT QUARTET (Cap)	112
RINGS (Cap)	98
Kingston Trio (Cap)	144
Kingston Trio Close Up (Cap)	115
MASHED POTATOES & GRAY (DOL)	47
Once Upon a Time (Cap)	82
PETER, PAUL and MARY (Cap)	(17) 4
Sing Out (RCA)	82
SOMETHING SPECIAL (Cap)	(49) 48
A Song for Young Love (Cap)	107
THROUGH CHILDREN'S EYES (RCA)	(46) 48
Tenight in Paris (RCA)	118

## Chorus

FAMILY SING ALONG WITH	
MATCH (Cap)	(38) 44

## Mixed Voices

MURRAY THE "KICK" GARRIES FOR	
BURNIN' KICK WATCHEES (CHER)	30
Oldies But Goodies, Vol. I (OS)	43
Oldies But Goodies, Vol. II (OS)	101
Oldies But Goodies, Vol. III (OS)	101

## CLASSICAL &amp; SEMI-CLASSICAL LP's

My Favorite Chopin (RCA)	142
Shostakovich Festival (RCA)	(34) 108

## INSTRUMENTAL LP's

Mood and Dance

American Waltzes (Len)	(16) 69
BEYOND THE REEF (DEC)	(40) 46
Chapel by the Sea (Cap)	(56) 42
Down Home	145
DEBUNKING UP A STORM (IMP)	56
Burns Are My Best (Imp)	145
FOR THE NERO MIDWINTER (Cap)	33
HATARI! (RCA)	(38) 48
Shasta 35 (Mau)	(10) 62
Marle (Kapp)	53
Moan River (Dol)	(14) 36
New Place in Town	84
POPS ROUNDUP (RCA)	123
ROMAN GUITAR, VOL. II (COM)	(41)
STEREO 35 (Mau)	(10) 62
SPAIN (LON)	(30) 42
Stereo 35 (Mau)	(10) 62
Stranger on the Shore (Atco)	8
THE STRIPPER (MGM)	(3) 3
Swing (Cap)	(18) 102
"Tutti" Sax Hits	77
Twistin' 'n' Twangin' (RCA)	147
Young World (Dol)	(24) 38

## Jazz

BASHIN' THE UNPREDICTABLE JIMMY	
SMITH (VERVE)	(19) 11
COUNTDOWN TIME IN OUTER SPACE	
SMITH (VERVE)	(19) 11
PET (MGM)	(47) 41
(CORAL)	(36) 128
HERNIE HANSEN AT THE LAGUNA (ATL)	109
Music in Motion (Kapp)	70
Midnight Session (B-N)	73
Time Further Out (Cap)	(28) 41
Time Out (Cap)	(21) 22
What'd I Say! (All)	88
Nancy Wilson/Connaball Address (Cap)	39

## SHOW MUSIC Original Cast

Comet (Cap)	(9) 17
Carnival (MGM)	76
A FUNNY THING HAPPENED ON THE	
WAY TO THE FOREMAN (Cap)	143
How to Succeed in Business Without Really Trying	
(RCA)	40
I CAN GET IT FOR YOU WHOLESALE (Cap)	123
Milk and Honey (RCA)	52
Musical Man (Cap)	54
Golden Theater From Motion Picture (Cap)	57
No Strings (Cap)	(20) 25
Sound of Music (Cap)	(18) 27
Bury My Heart at Wounded Knee (Cap)	(21) 22
West Side Story (Cap)	(7) 9

## Sound Track

Blue Hawaii (RCA)	(32) 12
EL CID (Cap)	107
Evadon (RCA)	92
Golden Theater From Motion Picture (Cap)	57
G.I. Blues (RCA)	136
MUSICAL MAN (WB)	(19) 113
THE SCARLET HOUR (Cap)	146
ROSE ADVENTURE (WB)	7
South Pacific (Cap)	96
Bury My Heart at Wounded Knee (Cap)	(21) 22
West Side Story (Cap)	(7) 9

## Music From Musicals, Films and TV

Breakfast at Tiffany's (RCA)	(3) 10
Experiment in Terror (RCA)	116
Golden Theater From Motion Picture (Cap)	57
Original Motion Picture Hits (Thames)	105
THESE FROM BEN CASBY (Cap)	113
WALK ON THE WILD SIDE (CHORUS)	78
West Side Story (UAI)	(46) 80

## COMEDY LP's

Burton-Davis Film of Bob Newhart (WB)	127
THE GREAT COMEDIES IN THE	
WORLD (VERVE)	81
Knockers Up (Lib)	26
Golden Theater From Motion Picture (Cap)	57
MAD TWISTS ROCK 'N' ROLL (BIG TOP)	87
Mike Nichols & Elaine May Examine Deities (Mer)	87
Bury My Heart at Wounded Knee (Cap)	21

## Down-to-Business Kooks Convene

Continued from page 3

gathered only for the annual conventions. This year, President Bill Summers is known to have prepared a plan for presentation to the closed board meeting which could drastically change the nature of the organization.

The blueprint calls for setting regional or State branches which would hold regular local meetings all throughout the year. There also would be quarterly get-togethers of the officers of these regional groups, and, of course, the national convention once a year. NARA currently has about 150 dues-paying members, with 150 more applications pending at the convention. Summer sessions are held on concrete accomplishments, it is the hope of the officers that this number could be multiplied.

Even more significant, in the long run, is the apparent desire of NARA officers to move the organization

solidly into year-long campaigns to improve the skill of its members, their standing in their communities, and their relationships with their employers.

## Idea Exchange

The Marketing Department of NARA, set up one year ago on an experimental basis, is expected to be given the function of serving as a forum for exchange of ideas on how DJ's can better sell the products of sponsors who bankroll commercials on their shows. During the past year, one member who has a television DJ show provided specific information to others on his experiences in setting up and running a TV show. All DJ's have success with a given product are now expected to provide data to other members on the techniques and methods used in doing a job for the sponsor.

The Marketing Department's functions are also expected to be supplemented with finding means of improving relations between station management and the announcer. In this regard, this year's NARA Convention has two innovations: a session in which station managers may meet with the jocks and discuss mutual problems, and another session for record manufacturers to the same.

The caliber of guest speakers this year also is on a considerably higher level than at past sessions. They include the Missouri Secretary of State, marketing expert Robert Atack, and Andy Hatcher, White House press aide and assistant to Pierre Salinger.

Several of the social functions will be held under record manufacturer sponsorship. These include events sponsored by RCA Victor, Big Top, Atlantic, Chess, Veejay, the Tamla-Motown-Gordie company, and the Vanguard label. Artists from numerous labels will entertain the NARA membership at these functions.

## L. A. NARAS Elects; 20 Nominated to Board

HOLLYWOOD — The local chapter of the National Academy of Recording Arts and Sciences last week elected new officers, naming Van Alexander as chapter president. Others brought into office included Voyle Gilmore as first vice-president, Jess Kaye as second vice-president, and Van Alexander as secretary. John Kraus was re-elected treasurer.

Gilmore retires as president. Alexander has served as a board member since the organization's first two years. Kaye was one of the first members of the past two years. Kaye was one of the first members of the past two years. Kaye was one of the first members of the past two years.

## Board of Governors

Twenty were elected as new members of NARAS board of governors, in the following classifications: Vocalists and singers, Jimmy Joyce and Jo Stafford; leaders and conductors, Les Brown and Axel Stordahl; a.d.r. men and producers, Jess Kaye and Alan Livingston; songwriters and composers, Lou Alder and Don Robertson; engineers, Art Schmitt and Ralph Valentin; instrumentalists and musicians, Arthur Herfurt and George Roberts; arrangers, Lou Busch and Peter King; art directors and literary editors, Murray Garrett and George S. Whitehead; spoken word, children's, comedy, etc., Mickey Katz and Soupy Sales; classical, Richard Jones and John Scott Trotter.



# ON THE OCCASION OF ITS FIRST ANNIVERSARY— REPRISE PRESENTS AN EXTRAORDINARY BREAKTHRU IN THE TECHNOLOGY OF SOUND..



## DUAL 35 MM 120 CMPS REPRESENTS THE ULTIMATE IN RECORDING AND MASTERING TECHNIQUE

THE ORIGINAL STUDIO RECORDING IS MADE ON 35mm MAG. FILM, THE ADVANTAGES OF THIS SYSTEM ARE, BRIEFLY:

1. **LOWER NOISE LEVEL** than can be accomplished by normal  $\frac{1}{4}$ " or  $\frac{1}{2}$ " conventional recording on tape at 15" per second.
2. Transport speed of magnetic film is 96 frames per minute much faster than conventional tape thus resulting in an increase in high frequency response.
3. Cross talk between channels is extremely low due to the increased physical size of the film.

IN PREPARING THE 35mm TAPE FOR MASTERING AND REACHING THE ULTIMATE PRODUCT THE FOLLOWING ADVANTAGES ARE AFFORDED:

1. The power required of the recording system and cutter-head is only 25% of normal. This results in a reverse overload capacity which means that **MORE LEVEL CAN BE RECORDED ON THE MASTER RECORD AND AT FAR LOWER DISTORTION THAN POSSIBLE BY CONVENTIONAL MEANS.**
2. An obvious decrease in apparent noise level.
3. This unique system of mastering results in an increase in the frequency response beyond that heretofore possible.
4. A much improved transient response resulting in far less distortion at the high frequencies.



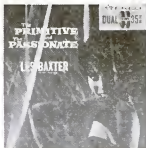
**FRANK SINATRA CONDUCTS MUSIC FROM PICTURES AND PLAYS**  
Includes: *Endless Love, Lovers, Moon River, Fanny, An Affair To Remember, All The Way, If Ever I Would Leave You, The Girl That I Marry, Maria, Something Wonderful, Little Girl Blue, I've Grown Accustomed To Her Face* RS-5045



**SPLENDOR IN THE GRASS** • CHUCK SAGLE • Easy Listening, Pop/Rock, Theme, When Sunset Gets Blue, Night in Yambina, A Taste Of Honey, The Man With The Horn, Unearthed, Jerry's Tune, The Moon Is Yellow, Love For Sale, Green Dolphin Street RS-5047



**ESQUIVEL** • MORE OF OTHER WORLDS, OTHER SOUNDS • Includes: *Canadian Sunset, Andalucia, Street Scene, Sinfonia, Primrose, Street Of Dreams, One For My Baby, Traveller, Chest Of The Night, La Maritima, I Got A Kick Out Of You, Dance In The Dark* RS-5046



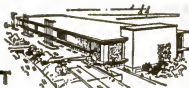
**THE PRIMITIVE AND THE PASSIONATE** • LES BAXTER • Includes: *Little Girl Blue, Fanny Brown, A Night With Cleopatra, Congate Slow Ship, Peking Goose, Tenderly, Monchicha, Mandy, Love, Via Veneto, A Taste Of Honey, Bid of Paradox* RS-5048

reprise records  
...TO PLAY AND PLAY AGAIN

NOW AVAILABLE FROM YOUR  
LOCAL REPRISE DISTRIBUTOR



THE MUSIC INDUSTRY  
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**BILLBOARD  
MUSIC WEEK**  
SEPT. 8



AUG. 31-SEPT. 9  
McCORMICK PLACE  
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# World's Fair of Music & Sound Issue

Featuring

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**BILLBOARD  
MUSIC WEEK**

## Annual Phonograph Directory

A complete listing of new phonograph product, by price categories, including detailed descriptions for each unit, for all major manufacturers. A 15-page, informative profit-packed buying guide for dealers everywhere.

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built around the convention and the special industry meetings and business sessions planned to coincide with the World's Fair of Music & Sound.

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MOTOWN 1032



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### HENRY LUMPKIN

## "MOJO HANNA"

MOTOWN #1029



### THE SUPREMES

NEWEST HIT RELEASE

## YOUR HEART BELONGS TO ME

MOTOWN 1027

NEWEST PICK HIT!

## EDDIE "Jamie" HOLLAND "IF IT'S LOVE, (IT'S ALRIGHT)"

MOTOWN #1031

TAMLA/MOTOWN RECORDS



# THE NATION'S TOP TUNES HONOR ROLL OF HITS

FOR WEEK ENDING AUGUST 18

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

Week	Last	Title	Composer-Publisher	Weeks
1	2	3	4	5
1	1	<b>BREAKING UP IS HARD TO DO</b>	By Sedaka-Groffman-Published by Aldon, BMI	7
2	2	<b>ROSES ARE RED</b>	By P. Evans A. Byrton-Published by Lyle (ASCAP)	9
3	4	<b>LOCO-MOTION</b>	By Goffin-King-Published by Aldon (BMI)	5
4	3	<b>THE WAH-WATUSI</b>	By Mann-Appell-Published by Kalmann, Love, ASCAP	8
5	13	<b>YOU DON'T KNOW ME</b>	By C. Walker-B. Arnold-Published by HBI & Rapp, BMI	3
6	12	<b>THINGS</b>	By Dario-Published by Adams, BMI	4
7	6	<b>AHAB THE ARAB</b>	By R. Stevens-Published by Lowery (BMI)	6
8	7	<b>SPEEDY GONZALES</b>	By Kaye-Hill-Lee-Published by Budd, ASCAP	7
9	5	<b>SEALED WITH A KISS</b>	By Uffalo-Gold-Published by Popo, ASCAP	8
10	18	<b>LITTLE DIANE</b>	By Di Mucci-Published by Dial, ASCAP	3
11	8	<b>YOU'LL LOSE A GOOD THING</b>	By Barbara Lynn Oreo-Published by David-Cruz-Casas-James (BMI)	5
12	19	<b>PARTY LIGHTS</b>	By C. Clark-Published by Rimbald, BMI	4
13	25	<b>SHEILA</b>	By Tommy Roe-Published by Egan-Nittrite, BMI	2
14	11	<b>WOLVERTON MOUNTAIN</b>	By M. Kilgore-C. King-Published by Palmed Desert (BMI)	9
15	9	<b>THE STRIPPER</b>	By David Rose-Published by D. Rose (ASCAP)	12
16	26	<b>SHE'S NOT YOU</b>	By P. F. Medley-R. Russell-Published by Media (BMI)	2
17	—	<b>VACATION</b>	By Hunter-Francis-Weston-Published by Menn, BMI	1
18	17	<b>TWIST AND SHOUT</b>	By Goffin-King-Published by Aldon (BMI)	6
19	16	<b>(GIRLS, GIRLS, GIRLS) MADE TO LOVE</b>	By Evert-Published by Acuff-Rose (BMI)	6
20	22	<b>HEART IN HAND</b>	By Jacks DeShannon-Sharl Sheeley-Published by Metric, BMI	4
21	14	<b>JOHNNY GET ANGRY</b>	By Edwards-David-Published by Tod (ASCAP)	9
22	27	<b>BRING IT ON HOME TO ME</b>	By Sam Cooke-Published by Kapp, BMI	2
23	29	<b>CALL ME MR. IN-BETWEEN</b>	By Haden Howard-Published by Pampar, BMI	2
24	15	<b>THEME FROM DOCTOR KIDARE</b>	By Goldsmith-Wins-Rogers-Published by Hastings, BMI	8
25	—	<b>WHAT'S A MATTER BABY</b>	By Oak-Bryant-Published by Eden, BMI	1
26	10	<b>I CAN'T STOP LOVING YOU</b>	By Don Gibson-Published by Acuff-Rose (BMI)	14
27	30	<b>A SWINGIN' SAFARI</b>	By Bert Kaempfert-Published by Kocoerov, BMI	2
28	—	<b>RINKY DINK</b>	By Clowery-Wintley-Published by Arc-Corner, BMI	1
29	21	<b>I NEED YOUR LOVING</b>	By Gardner-Published by Fast-Fire (BMI)	6
30	20	<b>DANCING PARTY</b>	By Mann-Appell-Published by Kalmann (ASCAP)	6

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## RECORDINGS AVAILABLE (Best Selling Record Listed in Bold Face)

1. <b>BREAKING UP IS HARD TO DO</b> — Neil Sedaka, RCA Victor 8046.	11. <b>YOU'LL LOSE A GOOD THING</b> — Barbara Lynn, Jamie 1238.
2. <b>ROSES ARE RED</b> — Bobby Vinton, Epic 5959; Ella and Jullia, Vinton 6235.	12. <b>PARTY LIGHTS</b> — Claudine Clark, Chancellor 1113.
3. <b>LOCO-MOTION</b> — Little Eva, Disaster 1068.	13. <b>SHEILA</b> — Tommy Roe, ABC-Paramount 10329.
4. <b>THE WAH-WATUSI</b> — Orleans, Cameo 218; Ricki Arnold, Twin Hits 2015.	14. <b>WOLVERTON MOUNTAIN</b> — Claude King, Columbia 42532; Pete Best, Twin Hits 2016.
5. <b>YOU DON'T KNOW ME</b> — Ray Charles, ABC-Paramount 10345.	15. <b>THE STRIPPER</b> — David Rose and His Orchestra, MGM 12842; Contrasts, Twin Hits 2017; Ernie Freeman, Imperial 3841.
6. <b>THINGS</b> — Bobby Darin, A&O 6229.	16. <b>SHE'S NOT YOU</b> — Elvis Presley, RCA Victor 8041.
7. <b>AHAB THE ARAB</b> — Ray Stevens, Mercury 71964.	17. <b>VACATION</b> — Connie Francis, MGM 13487.
8. <b>SPEEDY GONZALES</b> — Paul Boni, Dot 15480; David Davis, RCA Victor 8046; Doc Kalish, Brunswick 3052; Chet Avery, Twin Hits 2018.	18. <b>TWIST AND SHOUT</b> — Isley Brothers, West 124.
9. <b>SEALED WITH A KISS</b> — Brian Hyland, ABC-Paramount 10334; Timmy Reynolds, Twin Hits 2017.	19. <b>(GIRLS, GIRLS, GIRLS) MADE TO LOVE</b> — Eddie Hodges, Cadence 1421.
10. <b>LITTLE DIANE</b> — Diane, Laurie 314; Timmy Reynolds, Twin Hits 2018.	20. <b>HEART IN HAND</b> — Brenda Lee, Dot 13487.
11. <b>YOU'LL LOSE A GOOD THING</b> — Barbara Lynn, Jamie 1238.	21. <b>JOHNNY GET ANGRY</b> — Janis Joplin, Warner Bros. 5279; Sam Collins, Twin Hits 2019.
12. <b>PARTY LIGHTS</b> — Claudine Clark, Chancellor 1113.	22. <b>BRING IT ON HOME TO ME</b> — Sam Cooke, RCA Victor 8036.
13. <b>SHEILA</b> — Tommy Roe, ABC-Paramount 10329.	23. <b>CALL ME MR. IN-BETWEEN</b> — Bert Russell, Decca 31487.
14. <b>WOLVERTON MOUNTAIN</b> — Claude King, Columbia 42532; Pete Best, Twin Hits 2016.	24. <b>THEME FROM DOCTOR KIDARE</b> — Richard Charles, MGM 13879; Valiant, Carlton 357; Ken Dyal, Dorton 52; Johnnie Spencer, Epic 5952; Sam Galt, Verve 10260.
15. <b>THE STRIPPER</b> — David Rose and His Orchestra, MGM 12842; Contrasts, Twin Hits 2017; Ernie Freeman, Imperial 3841.	25. <b>WHAT'S A MATTER BABY</b> — Timmy Lee, Liberty 55469.
16. <b>SHE'S NOT YOU</b> — Elvis Presley, RCA Victor 8041.	26. <b>I CAN'T STOP LOVING YOU</b> — Ray Charles, ABC-Paramount 10330; Tab Hunter, Dot 10352; Don Gibson, RCA Victor 8050; Gene Monaghan, Argo 5417; Ray Charles, Monaghan 432; Kitty Wells, Decca 30519; Jimmy Long, Mercury 11122.
17. <b>VACATION</b> — Connie Francis, MGM 13487.	27. <b>A SWINGIN' SAFARI</b> — Billy Vaughn, Dot 16374.
18. <b>TWIST AND SHOUT</b> — Isley Brothers, West 124.	28. <b>RINKY DINK</b> — Dave (Baby) Cortez, Capri 1425.
19. <b>(GIRLS, GIRLS, GIRLS) MADE TO LOVE</b> — Eddie Hodges, Cadence 1421.	29. <b>I NEED YOUR LOVING</b> — Don Gardner & Dee Dee Ford, Fly 908.
20. <b>HEART IN HAND</b> — Brenda Lee, Dot 13487.	30. <b>DANCING PARTY</b> — Chubby Checker, Parkway 842; Clark Dain, Twin Hits 2019.

18 BILLBOARD MUSIC WEEK AUGUST 18, 1962

## MUSIC AS WRITTEN

### LEE PINCUS DUE IN NEW YORK...

NEW YORK—Lee Pincus, son of veteran publisher George Pincus, and head of Ambassador Music, the Pincus operation in London, arrives here Monday (13) in connection with exploitation of "Niagara Theme," by British cleefer George Martin. Pincus will also discuss foreign protection on the copyrights, "A Taste of Honey" and "Mr. Songwriter."

### MAXINE STARR TO PHILLY LABEL...

PHILADELPHIA—New Hit Records, a subsidiary of Newtown Records, has signed Maxine Starr to a long-term pact and will issue her first disk this week. Last has been appearing in the touring company of "The Sound of Music." She is repelled by GAC.

### New York

The "Tin Pan Alley Revue" will be presented at Wentworth Hall, Jackson, N. H., September 25. Show stars songwriters Henry and Charlie Tobias, Irving Fields and Moe Jaffe.... Buddy Bue named the publisher of the new Brooklyn Eagle.... Transglobal Music is distributor of Century Records in Belgium and Holland. The firm also is looking for a number of Stateside distributors.... Sam Lambert now handling Duke-Percival in Philly, also the Goldie label.... Tommy Falcone a.k.a. for Jolla-Fleming.... 3 Sones Records lining up distributors.... All royalties drawn from sale of the new "Jingle Mint Twist" on the Brandeis label will be donated to the James Dean Memorial Clinic.

Atlantic Records received an unusual call the other day when a movie producer from New Orleans asked for info on a lovely lady that appears on the cover of the Modern Jazz Quartet LP "Lonely Woman." Seems the pic people thought the chick just right for the film. Only hitch is the whole story is the girl's not in the States. The picture on the album was taken in France.... Carlon Records has signed Bill Frazier.... Rumors are that a new jazz magazine is in the making with Bob Teitel as progenitor.... Don Morley, publisher of the Chicago Tribune prominently in editorial plans.... Hans Langfelder of Request Records visited Europe in behalf of his publishing interest.... Jimmy Myers has recorded Tony Lawrence for the Jude label doing "De Limbo Dance."

Ex-MGM'wer John Sippel getting settled in his new job at Monument Records.... A former MCA man in Dallas, John Hatt, has formed his own talent agency in the State, Hit Attractions.... Chad Mitchell Trio set for appearances at the Jackson (Mich.) Fair August 20-25; Gale of Horn, Chicago, for a week from September 4, a six-week Midwestern college tour and a concert at Orchestra Hall, Chi, December 28.

Carl Hahn followed Judy Miller onto the deejay front promoting his Canadian-American single "I'm Not That Way." Judy just returned from pushing her theme "That's What I Call Heartaches...." Last Monday Scotty's "Conqueror" ("I Am Alone Be Your Love").... Buster Bailey recently celebrated his 60th birthday. The top Dixie-swing clarinetist is playing with (Wild) Bill Davidson's swingers.... Marnie Muskan has taken over new release chores at Chancellor.... Del Richardson, Dean Randolph and Rocky Lawrence have been signed to MGM pacts.

The Delta Rhythm Boys have changed their name to the Deltas to tie-in with the contemporary teen group sound.... Lower Jack Pearl's son, Marty Europe, on business.... Maxine Starr, formerly with the "Sound of Music" cast, signed with New Hit Records of Philly.... Christy Camminis has signed with Plaza Records.... In Chicago, Apero Records and Jones Music have been formed by Robert L. Jones.... Under contract are his five-year-old son (billed as the world's youngest deejay) and Carol Noel.... Larry Jones, of Bourne Music, visited in Europe with reps.... Phillips disk due on "Shout the Piano Player" a pic of a piano player in the picture.... Broke Benita at the Howard Theater August 31-September 6.... David Ross new sales manager for Spoken Arts Records.... Detours come with long stand at the Copa.

### Hollywood

A son was born last week to Harriet and Jay Lasker (Reprise Records). The 5½-pound boy was named Scott M. The Laskers have an 11-year-old daughter.... Nick Venet, Capitol's youthful hit-making a.k.a. man, was hospitalized last week with a bleeding ulcer.

England's 16-year-old songstress-actress, Hayley Mills, flew in from London to report at Disney Studios, where she starts her sixth film for the firm Monday (6), "Summer Magic." Cast also includes Burl Ives. She is expected to record for the Disney labels while here.... Gammill will issue the Paris Standard recording of "I Ain't Gonna Get You No More".... Bobby Rydell flew to San Francisco to take a show with Tennessee Ernie Ford.

Dootie Williams' Dootie Records will release three comedy LP additions to its laugh line-up, featuring two packages of Redd Foxx farce, and a comedy album with the title "Jimmie Haskell will score the "Mr. Smith Goes to Washington" TV film series for Producer Hal Stanley. Series stars Fess Parker.... Gordon MacRae and Dorothy Kirsten will team their talents in record "The Student Prince and "Desert Song" under the Capitol banner.... Original Sound appointed Gene Simmons to bundle national promotion and customer relations.

### Chicago

Ella Fitzgerald drew 15,500 for two appearances at Ravinia (18-20), while the Linnellers brought out 12,700 for two on (Continued on page 20)

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Diamond 121

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AND HIS KING-SIZE HIT ALBUM



**EPIC RECORDS**

# BILLBOARD MUSIC WEEK

## ARGENTINA

(Country Escenas y la fama)  
\*Denotes local origin

- This Week**  
1 1 MIDNIGHT IN MOSCOW—  
Sissy Brandy (Tondolite)—  
Tary Music-Novi  
2 3 PALOMA—Dolita Huai  
(Philips), Roberto Yans (CBS);  
Los Andorinos (Tondolite)—  
Korn  
3 2 MULTIPLICATION—  
Bobby Duns (CBS), Los Salvés  
(CBS)—Adria Music-France  
4 4 THE NIGHT I CRIED—  
Brian Hyland (A&M)—Pogo  
Musica  
5 5 \*EL POTO LLORO—  
Los Fernandez (Odéon)—Korn  
6 6 NATA PER ME—  
Adriano Celentano (Microfoni);  
Los Santos (Music Hells); Tony  
Vitar (CBS)—Rocodisc-Fonitona  
7 3 RITMO AFRICANO—  
Ben Knapman (Polydor)  
8 7 HIT THE ROAD JACK—  
Ray Charles (A&M)  
9 7 TANGIE V V O—Les 3 Sad-  
americans (CBS)—Edami  
10 10 CUANDO CALIENTA EL SOL—  
Los Morcillo (Fonitona)  
Tony Vitar (CBS)—Edami

## AUSTRALIA

(Country Music Music Sydney)  
\*Denotes local origin

- This Week**  
1 2 WOLVERTON MOUNTAIN—  
Claude King (Coronet)—  
Chappell  
2 1 DO YOU WANT TO DANCE?—  
Chiff Richard (Columbia)—  
Dunlop  
3 3 SOUTHERN BORA—The Joye  
Boys (Chappell)—Bauer  
12 THE YOUNG ONES—  
Chiff Richard (Columbia)—  
Allons  
6 6 SPEEDY GONZALES—Pat Boone  
(London)—Leads  
4 DARDANELA—Price  
Carter (Coronet)—Aldice  
7 5 I CAN'T STOP LOVING YOU—  
Ray Charles (A&M)—  
Acuff-Rose  
8 7 COME OUTSIDE—Mita Serna  
(Parlophone)—Southern Music  
9 WEST OF THE WALLS—  
Tony Fisher (Columbia)—Belinda  
10 I'LL NEVER DANCE AGAIN—  
Bobby Darin (A&M)—  
Ticon  
11 THE MAN WHO SHOT  
VALERIE VALANCE—  
Gene Penny (United Artists)—  
Chappell  
12 I'VE BEEN EVERYWHERE—  
Lesky Sany (Festival)—  
Johnny Davis  
13 HAVE YOU EVER BEEN TO  
SEE KING CROSS—  
Frankie Dorian (W. & G.)—  
Wanamaker Music  
14 THAT HAPPY FEELING—  
Ben Knapman (Polydor)—  
Albers  
15 MOON RIVER—Henry Mancini  
(RCA)—Chappell

## BRITAIN

(Country New Musical Express, London)  
\*Denotes local origin

- This Week**  
1 1 I REMEMBER YOU—Frank  
Ifiel (Columbia)—Chappell  
2 2 SPEEDY GONZALES—  
Pat Boone (London)—Budd  
Music/Macdonald  
3 1 I CAN'T STOP LOVING YOU—  
Ray Charles (A&M)—  
Acuff-Rose  
4 9 GUITAR TANGO—Shadows  
(Columbia)—Mella Music  
5 4 PICTURE OF YOU—Joe Brown  
(Piccadilly)—Michael Raine  
6 8 DON'T EVER CHANGE—  
Crickets (Liberty)—Aldon  
7 13 THINGS—Bobby Darin (London)  
—Bauer  
8 11 MISS LONELY—  
Helen Shapiro (Columbia)—  
Loren Music  
9 9 BOBLES ARE RED—Ronnie  
Carroll (Philips)—Leads  
10 LET THERE BE LOVE—  
Nat Cole (George Shearing)  
(Capitol)—Chappell  
11 RIGHT SAID FIDELITY—Bernard  
Cribbins (Parlophone)—Neal  
Gee  
12 ONCE UPON A DREAM—  
Bibi Frenay (Decca)—Fidelino  
13 HEY COMES THAT FEELING  
—Brenda Lee (Brunswick)—  
K.M.  
14 COME OUTSIDE—Mita Serna  
(Parlophone)—A. Kula  
15 ENGLISH COUNTRY GARDEN—  
Jimmy Rogers (Columbia)—  
Preston-Roth  
16 Y A YA TWIST—Patricia Clark  
(Poly)—Enser Music

- 17 BREAKING UP IS HARD TO  
DO—Neil Sedaka (RCA)—  
Aldon  
18 BOBLES ARE RED—Bobby Vinton  
(Columbia)—Leads  
19 GOOD LUCK CHARM—  
Elvis Presley (RCA)—Belinda  
Music  
20 OUR FAVORITE MELODIES  
—Craig Douglas (Columbia)—  
Kacovics  
21 VACATION—Conni Francis  
(MGM)—Merna Music  
22 I'LL JUST A BABY—Tommy  
Corbett (Decca)—Francis, Day &  
Hunt  
23 STRANGER ON THE SHORE—  
\*Aster Bill (Columbia)—  
Starline  
24 SHARING YOU—Bobby Vee  
(A&M)—Aldon  
25 AINT THAT FUNNY—Jimmy  
Judy (Phonix)—Aldon  
26 ADIOS AMIGO—Jim Reeves  
(RCA)—Aldon  
27 SEALED WITH A KISS—Bibi  
Hyland (HMV)—Sheldon Music  
28 GOVA SEE BABY TONIGHT—  
\*Aster Bill (Columbia)—  
Enterprise  
29 FOLLOW THAT DREAM (EP)—  
Elvis Presley (RCA)—Seventeen  
Savile Row  
30 DANCIN' PARTY—Chubby  
Chester (Columbia)—Hill &  
Range

## DENMARK

(Country Kun Mellemhus, Copenhagen)  
\*Denotes local origin

- This Week**  
1 2 LA NOVIA—Paul Brendard  
(Polygram)—Mullins  
2 HAWAII TATTOO—  
The Wakalis (Palmetto)—  
Winkler  
3 THE YOUNG ONES—  
Chiff Richard (Columbia)—  
Dunlop  
4 GOOD LUCK CHARM—  
Elvis Presley (RCA)—Winkler  
5 1 I CAN'T STOP LOVING YOU—  
Ray Charles (A&M)—Parsonnet  
6 7 I'M LOOKING OUT THE  
WINDOW—Chiff Richard  
(Columbia)—Imadice  
7 TOY BALLONS—  
Carmen Innamorato (Metromusic)  
—Winkler  
8 LESSON IN LOVE—  
Chiff Richard (Columbia)—  
Imadice  
9 A LITTLE BITTY TART—  
Burl Ives (Columbia)—Hella  
Wise (Tri-gram)—Aldon  
10 TANZ MIT MIR IN DEN  
MORGEN—Gerhard Wendland  
(Philips)—Belinda Music  
—Mullins

## EIRE

(Country Teenage Express, Dublin)  
\*Denotes local origin

- This Week**  
1 1 I CAN'T STOP LOVING YOU—  
Ray Charles (A&M)—  
Acuff-Rose  
2 2 SPEEDY GONZALES—  
Pat Boone (London)—Keith  
Fonseca  
3 1 FOLLOW THAT DREAM (EP)—  
Elvis Presley (RCA)—  
Aldon  
4 PICTURE OF YOU—Joe Brown  
(Piccadilly)—Michael Raine  
5 I REMEMBER YOU—Frank  
Ifiel (Columbia)—Vince  
6 HERE COME THAT FEELING  
Brenda Lee (Brunswick)—  
K.M.  
7 YES, MY DARLING DAUGHTER—  
Aldon  
8 ADIOS AMIGO—Jim Reeves  
(RCA)—Aldon  
9 Y A YA TWIST—Patricia Clark  
(Poly)—Enser  
10 LITTLE MISS LONELY—  
Helen Shapiro (Columbia)—  
Loren Music

## FRENCH (WALLOON)

(Country John Not Nigazette)  
\*Denotes local origin

- This Week**  
1 1 UN CLAIR DE LUNE A  
MAUBUQUE—Bouvier (Poly)  
2 2 HEY MAMA (When the  
Piedmont Comes the Train)  
—In "The Common (Paris)—  
World Music  
3 4 PETIT COMME TROIS  
Gardel (Polydor)—Cavallé  
4 SMOULDERING AND THE SHAR-  
BERS (Remite)—Ben  
5 DO YOU WANT TO DANCE—  
Chiff Richard (Columbia)—  
Mella  
6 10 A STEEL GLASS WITH A  
GLASS OF WINE—Paul Aika  
(RCA)—Spinks

- 7 5 UN MEXICAIN—Marcel Amont  
(Polygram)  
8 6 ESPERANZA—Nino De Murcia  
(Rocodisc)—Francis, Day &  
Hunt  
9 7 RETIENS LA NUIT—  
Johnny Hallyday (Philips)  
10 3 FRENCH MUSIC  
11 LE CHARIOT—Pérola Clark  
(Vogue)

## HOLLAND

(Country Platineum, Amsterdam)  
\*Denotes local origin

- This Week**  
1 1 DO YOU WANT TO DANCE—  
Chiff Richard (Columbia)—  
Bauer  
2 1 GOOD LUCK CHARM—  
Elvis Presley (A&M)—Belinda  
Music  
3 3 ZWEI KLEINE ITALIENER—  
Conny Froben (HMV)—  
Parsonnet  
4 5 I CAN'T STOP LOVING YOU—  
Ray Charles (A&M)—Parsonnet  
5 7 HELLER SANDBRANDEN  
ZAND—Mits (Polydor)  
6 ANITA GRONDEL (Polydor)  
7 GINNY COME LATELY—  
Bibi Hyland (A&M)—  
Parsonnet  
8 WONDERFUL LAND—  
The Shofers (Columbia)—  
Imadice  
9 8 LIKE I DO—Nancy Sinatra  
(Mercury)—Top Rank  
10 TANZ MIT MIR IN DEN  
MORGEN—Gerhard Wendland  
(Philips)—Belinda Music  
11 THE YOUNG ONES—  
Chiff Richard (Columbia)—  
Bauer

## HONG KONG

**This Week**  
1 1 SPEEDY GONZALES—  
Pat Boone (Deo)  
2 1 I CAN'T STOP LOVING YOU—  
Ray Charles (A&M)—  
Stranger on the Shore—  
Andy Kim—Chappell  
3 THE FROM DR. KILDAER—  
Richard Chamberlain (MGM)  
4 IT KEEPS RIGHT ON—  
Aldon  
5 1 STAI LONTANA DA ME—  
Adriano Celentano (Cine)  
6 CUANDO CALIENTA EL SOL—  
Helen Shapiro (Aldon)  
7 I'LL NEVER DANCE AGAIN  
Bobby Darin (A&M)  
8 DANCIN' PARTY—  
Carmen Innamorato (Metromusic)  
9 ROSES ARE RED—Bobby Vinton  
(Columbia)—Leads  
10 WOLVERTON MOUNTAIN—  
Claude King (Coronet)—  
Chappell  
11 LOVERS WHO NEVER—Dion  
(HMV)—Ticon  
12 ROSES ARE RED—Bobby Vinton  
(Columbia)—Leads  
13 WOLVERTON MOUNTAIN—  
Claude King (Coronet)—  
Chappell  
14 LOVERS WHO NEVER—Dion  
(HMV)—Ticon  
15 ROSES ARE RED—Bobby Vinton  
(Columbia)—Leads  
16 WOLVERTON MOUNTAIN—  
Claude King (Coronet)—  
Chappell  
17 LOVERS WHO NEVER—Dion  
(HMV)—Ticon  
18 ROSES ARE RED—Bobby Vinton  
(Columbia)—Leads  
19 WOLVERTON MOUNTAIN—  
Claude King (Coronet)—  
Chappell  
20 LOVERS WHO NEVER—Dion  
(HMV)—Ticon

## ITALY

(Country Musica e Dischi, Milan)  
\*Denotes local origin

- This Week**  
1 1 STAI LONTANA DA ME—  
Adriano Celentano (Cine)  
2 CUANDO CALIENTA EL SOL—  
Helen Shapiro (Aldon)  
3 L'AMORE È UN GIOCO  
—Lina De Lusa (Pimpy)—Marcello  
Fiorini (Columbia)  
4 DANIELA-ST. TROPEZ  
Tropéz (Cine)  
5 EVELINE—Nino Rocco (Sprint)  
6 LA RAGAZZA COL  
PALLONCINO—Paul Donaghy  
(Columbia)  
7 LA PALOMA—Elvis Presley  
(A&M)  
8 ADIOS AMIGO—Jim Reeves  
(RCA)  
9 LASCIAMI IL TUO SORRISO  
—Nina Fieschi (RCA)  
10 RENATO—Helen Shapiro  
(Aldon)  
11 PIPPIE DI CAPE (Cine)  
12 PINNE FUGLE ED OCCHIALI  
—Helen Shapiro (Aldon)  
13 MOLINO CANTARE—Mina  
(Rocodisc)—Dion  
(Palmetto)  
14 SELENIA—Domènico Modugno  
(Font)  
15 TWISTIN' THE TWIST—  
Carmen Valente (Decca)  
16 TONY MARTIN (V&P)  
17 LA VALLE SINEZA—  
Conni Francis (MGM)

## JAPAN

(Country Unimusic, Tokyo)  
\*Denotes local origin

- This Week**  
1 1 OISHIO—Merata Hideo  
(Columbia)  
2 2 WAKA TATARI—  
"Kishiro Koki"—The Champs  
3 LIMBO ROCK—The Champs  
4 WASURENARA—  
"Kishiro Koki"—The Champs  
5 MIDNIGHT IN MOSCOW—  
Kenny Ball (Poly)

- 6 2 TOO MANY RULES—  
Conni Francis (MGM)  
7 7 NANO KUKU NO YORU—  
"Kishiro Koki"—The Champs  
8 8 AKASHIYA NO AMEGA  
YAMUTOKI—Shinichi Sachiya  
(Columbia)  
9 9 PRETTY LITTLE BABY—  
Bibi Hyland (A&M)  
10 10 OARASU NO JOHNNY—  
"Kishiro Koki"—The Champs

## MEXICO

(Country Automilica)  
\*Denotes local origin

- This Week**  
1 1 EL GRAN TOMAS (Norman)  
—Ove (Poly)—Ticon  
2 2 LOVE ME WARM AND  
GAMER (Columbia)—Publication  
Pending  
3 3 TRIANGULO—Los 3 Reyes  
(RCA)—Giner  
4 EL LOCO—Javier Solis  
(Columbia)—Phon  
5 CUANDO VOLVIRAS (Giner)  
Come Lately (Poly)  
6 6 VAGAR ENTRE ROMBOS—  
Anita Mendon (S&W)  
7 7 ALVORO GEMEROS (Giner)  
—Ester  
8 8 EDE LIND (Sandy Edel)  
—Angelina Maria (Musart)  
9 9 NENA BALAMOS TWIST—  
"Reclat de Rock" (Hispavox)  
10 2 ULTIMOS DIAS—Los 2 Oros  
(Columbia)—Publication  
Pending  
11 10 ADIOS MUNDO CRUEL (Giner)  
Ere Carl World—Ere Carl  
Guter (Columbia)—Publication  
Pending

## NEW ZEALAND

**This Week**  
1 2 YOUNG ONES—Chiff Richard  
(Columbia)—Aldon  
2 6 THE STRIPPER—David Ross  
(Aldon)—Chappell  
3 7 PICTURE OF YOU—Joe Brown  
(Polygram)  
4 1 I CAN'T STOP LOVING YOU—  
Ray Charles (A&M)—  
Acuff-Rose  
5 10 COME OUTSIDE—Mita Serna  
(Parlophone)—Southern  
6 7 THE WALK-WALKERS  
(Columbia)—Belinda  
7 3 LOVERS WHO NEVER—Dion  
(HMV)—Ticon  
8 9 ROSES ARE RED—Bobby Vinton  
(Columbia)—Leads  
9 10 WOLVERTON MOUNTAIN—  
Claude King (Coronet)—  
Chappell  
10 11 LOVERS WHO NEVER—Dion  
(HMV)—Ticon  
11 12 ROSES ARE RED—Bobby Vinton  
(Columbia)—Leads  
12 13 WOLVERTON MOUNTAIN—  
Claude King (Coronet)—  
Chappell  
13 14 LOVERS WHO NEVER—Dion  
(HMV)—Ticon  
14 15 ROSES ARE RED—Bobby Vinton  
(Columbia)—Leads  
15 16 WOLVERTON MOUNTAIN—  
Claude King (Coronet)—  
Chappell  
16 17 LOVERS WHO NEVER—Dion  
(HMV)—Ticon  
17 18 ROSES ARE RED—Bobby Vinton  
(Columbia)—Leads  
18 19 WOLVERTON MOUNTAIN—  
Claude King (Coronet)—  
Chappell  
19 20 LOVERS WHO NEVER—Dion  
(HMV)—Ticon

## PHILIPPINES

**This Week**  
1 1 TONIGHT—Johnny Mathis  
(Columbia)—Murney  
2 3 BREAKING UP IS HARD TO  
DO—Neil Sedaka (RCA)—  
Fidelino  
3 5 GOODNIGHT IRENE—Jarry  
Fidelino (Columbia)—Aldon  
4 2 MOON RIVER—Henry Mancini  
Ore (RCA)—Fidelino  
5 6 WALK-WALKERS (Giner)  
(Cameo)—Dyna Products  
10 10 SONG FROM MOULIN ROUGE  
—Conni Francis (MGM)—  
Marcelo

## SPAIN

\*Denotes local origin  
**This Week**  
1 1 PERDONAME—Duo Dinámico  
(Voz Amo)—Del Set  
2 2 LOVE ME WARM AND  
TENDER—Paul Aika (RCA)  
3 3 A STEEL GUITAR AND A  
GLASS OF WINE—Paul Aika  
(RCA)—Hispavox  
4 4 LINDA MUCHACHITA—  
"Reclat de Rock" (Hispavox)  
5 5 LA TROPICALE—Los 3 Latinos  
(Voz Amo)—Hispavox  
6 6 HUS LATIST FLAME—  
Paul Aika (RCA)—Deo-La  
7 7 DANCE ON LITTLE GIRL—  
Paul Aika (Hispavox)—  
Hispavox  
8 8 I CAN'T STOP LOVING YOU—  
Ray Charles (A&M)—Hispavox  
9 9 TWIST IN SPAIN—  
Duo Juvén (Voz Amo)  
10 10 GOOD LUCK CHARM—  
Elvis Presley (RCA)—Deo-La

## NORWAY

(Country Ypsilon Gang)  
\*Denotes local origin

- This Week**  
1 1 GOOD LUCK CHARM—  
Elvis Presley (RCA)—Belinda  
Music  
2 2 ADIOS AMIGO—Jim Reeves  
(RCA)  
3 3 ZWEI KLEINE ITALIENER—  
Conny Froben (HMV)—  
Parsonnet  
4 4 I CAN'T STOP LOVING YOU—  
Ray Charles (A&M)—  
Acuff-Rose  
5 5 ADIOS AMIGO—Jim Reeves  
(RCA)  
6 6 ALBERTINA—Perry Como (RCA)  
—Eli Morn Inven A/S  
7 7 SPEEDY GONZALES—  
Pat Boone (Deo)  
8 8 I'M LOOKING OUT THE  
WINDOW—Chiff Richard  
(Columbia)—Mullins  
9 9 GINNY COME LATELY—  
Bibi Hyland (A&M)—  
Parsonnet  
10 10 COME OUTSIDE—Mita Serna  
(Parlophone)

## PERU

(Country La Prensa, Lima)  
\*Denotes local origin

- This Week**  
1 1 UNICA—Adolfo Farral (Odéon)  
2 2 URHUM—Paul Aika (Philips)  
3 3 LA DADA DE LA BOMBONA  
—Los Clinto Lantz (Columbia)  
4 4 MERCURIO M. I.—  
Boris Semenov (Giner)  
5 5 NORMA—Gustavo Hiji Moseno  
(Columbia)  
6 6 FUELO SIN COMPASION—  
Cine Piny (United Artist)  
7 7 THE MAJESTIC (Giner)  
8 8 MENTROSA CONMIGO—  
"Reclat de Rock" (Hispavox)  
9 9 RUKARUNG BUE—  
(Odéon)

# Institute Gets Crown Grant

LONDON—Government recognition of records as valuable documents has been given in the shape of a promised £28,000 grant to the British Institute of Recorded Sound.

It will not become payable until next year but is then likely to become an annual matter. It will more than double the present income of the Institute.

Secretary Patrick Saul now plans to move the Institute to larger premises and improve facilities for hearing records from the library. It is at present located in a converted house adjoining the British Museum in the Bloomsbury area of this city. The Institute accumulates records at the rate of a thousand a month.

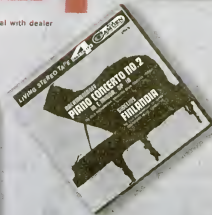
ROME—During a recent tour of Italy, Perez Prado was presented with a gold record award for achievements in this country's pop music field and a special trophy for his "Patricia," which a long-standing favorite of Italian record buyers. While on the tour, Prado said he had won a special TV show entitled "Incontro con Perez Prado." He also cut a new LP in which he plays a number of songs in his own and other Italian pop favorites) in Twist style.



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Manufacturer's nationally advertised price—optional with dealer



**Now...** pre-recorded reel tape from RCA Camden...a high-quality, low-price tape line that uses the finest raw tape available. Same low price for both pop and classical! Initial release of eight tapes contains the cream of the "NEW SOUND" RCA Camden best-sellers.



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**AMERICA'S BIGGEST  
ENTERTAINMENT  
VALUE!**





## TRADE SURVEY

Prosperity Makes Japan  
Sales Outlook Blossom

By J. FUKUNISHI  
TOKYO—The Japanese record industry is in for increased sales and increased interest, according to a survey of industry leaders here. In surveying the music picture for the coming year, industry spokesmen feel that 30 to 40 per cent increase in sales experienced in 1961 can be duplicated and improved upon if the trade makes a concerted effort to capitalize on the potential spending power of the Japanese public.

Consumers income has been increased over the past few years, and bank deposits and post office savings have been keeping pace with the growth. The general feeling is that Japan now holds a world economic position on par with West Germany, France, Holland and Italy, but its disk industry is one-third or one-quarter the size of the record business in those countries. This leaves a huge area for growth in the Japanese market. That growth can be expected, the trade feels, because of a young generation that is well-versed with musical values.

According to statistics compiled by the industry here, 87 per cent of a dealer's customers are either teen-agers or young people in their 20's. They have grown up with music as a basic part of their daily living, through radio, film and motion pictures, the report says. In addition, the government's audio-visual techniques in education are having a tremendous effect on the musical awareness of youngsters. Third year high school students are frequently called upon to write and act and set to music as a regular part of their educational programs. This was unheard of 15 years ago.

Unquestionably tied to this growing interest in things musical is the booming business in record-playing equipment. In a question-

naire sent out by a prominent Japanese music magazine, stereo phonographs ranked second only to TV sets as indispensable entertainment equipment for the home. Two million phonos were manufactured in 1961, and indications are that this year's figures could top that by another half million. The upsurge in phono production seems a harbinger for great growth in the disk trade.

Meanwhile, background music has really come to life in Japan. The background music industry is now firmly established in factory, shop and office. And the educational use of disks has also jumped appreciably. Instruction in languages, shorthand, music, medicine and the social sciences, not to mention literature and the arts, is becoming commonplace.

recorded in Spanish during *Pepino el Capri*, singer of the Italian new wave music.

The first version published of "Cuando calienta el sol," by Los Marcellos Ferri (Microfoni), has been distributed by Sony VCA (CBS), *Rigual Roberts* (Victor) and *Siro Siro Roman* (Music Hall).

**Trade News**  
Sierraciana is changing offices in Buenos Aires, where construction of new recording studios continues. . . . Mrs. Emilia S. de Kaminsky and Norberto Kaminsky returned from Rio de Janeiro, where Microfoni Argentina offices in that country. Besides their catalog, they issue *Durium* of Italia, Audio Fidelio and Supraphon of Czechoslovakia, here.

**Trade Topics**  
Australia

**O'Keefe Opens Own O.K. Label**

By GEORGE HILDER  
19 Tondara Ave., Kensington Sydney, N.S.W.

Johnny O'Keefe, who for the past two years has been a.d. manager for Festival and Leedon records, has decided to branch out on his own. He is forming his own record company and will issue a new label, O.K.

He will start produce disks for Festival on artists. He controls and he will continue to record for the company he is under contract to.

Jack Argent of Leeds and Tucum Music stated that *Sid Barnes* of Dominion Music, New York, will arrive in Sydney first week of September and will visit all States in search of new material. . . . Ken East, assistant general sales manager of the EMI group, is on a three-week survey trip of Singapore, Hong Kong and the Far East. . . . Norm Whitely of Belinda Music has acquired Australasian rights for the English comedy song "Right, Said Fred." Currently released through EMI-C. M. Records on Parlophone.

Col Joyce's latest single featuring the Don Gibson number "Sweet Dreams of You" was released in Melbourne as part of a week-long promotional tour by Festival's executives, headed by Executive Director, Frank C. McEwen.

EMI arranged a promotional tie-up with the A.M.F. Bowling Center and have recorded a single by their top artist Bryan Davies en-

## BMW Pair Engaged

LONDON—BMW played cupid this week when Miss Brigitte Kech, the paper's German correspondent and new editor of the magazine, trade paper, *Automaten-Markt*, and Art Rosette, BMW European director, announced their engagement.

Chappell & Company has restricted all music from the Paramount movie "Hattari" until the flick is released in December. However, permission has been granted by EMI to issue the single "Elephant Walk" by Lawrence Welk from Dot on London, and the *Minutemen* version on London for release August 14.

After a number of postponements, the Elvis Presley picture "Follow That Dream" will finally be shown here. The release set for an opening showing in Adelaide, but no definite showing is yet set for Sydney. It may not be scheduled until Easter. Meanwhile the "Follow That Dream" and "I'm Not the Marrying Kind" disks have raced up the chart. Main interest now is voting to "Kid Galahad," which in view of advance publicity may fare better. The Presley single "She's Not You" is already going strong.

His current LP "Pot Luck" is selling in the traditional style. The Marty Allen and Steve Rossi album "Hello Dore" has created such reaction statewide in all States.

Most interest has been shown in the first disk from Pye discovery *Larry Young*. Her first single, shortly to be on sale and will be "I'm Running Out of Kisses" b.w. "Ordinary Guy."

**BEIJING**  
New Group to Take Over Philips Disks

By JAN TORFES  
Stuivenbergvaart, 37-Mechelen

Beginning September 1, the record department at Philips will be taken over by a new group, which has "made" established under the name of N. V. Polygram. Dealers were informed of the new set-up. Director of this new company, P. J. Lebel, the former director of the Philips Record Department.

**Record News**  
James Cagney and His Madisons were discovered by Decca talent scouts in Brussels. Their first record, "Madison" and "Mashed Potato Stomp" has been released in Belgium (at least for the next few months) Decca Belgium decided to release an old recording by the Ted Heath orchestra. The record is called "Madison Time, Part 1 and 2."

A young Flemish songstress has been called *Dea Dell*. Her first recording on the Decca label is "Tomorrow Dear" and "Dance With Me." She is doing well. The Will and Tennessee Records, formerly distributed by Discobol, will from now on be distributed by A. Platnick.

Petula Clark is back on the way up. Petula, who since her "Romeo" hit has been unable to make another best seller, has a French recording, "Le chariot," which could

enjoy good sales. Even the Flemish part of the country is very interested in the record. Label is Vogue. Another new best seller is especially in Antwerp, is Jack Hammer's "The Wiggle" and "The Wiggling Fool." Here the label is Rommels.

Incelo (distributor of the RCA records), is impatiently awaiting the new Elvis Presley and Paul Anka's *Plano* and *Plano* releases on both records at the same time. In the meantime, the firm is unable to fulfill demands for Anka's "A Steel Guitar" and *Glass of the Devil's* "Good Luck Charm" and "Pot Luck" LP and Perry Como's "Caterina."

## BRITAIN

## Pye-Elektra Tie-up May Be Extended

By DON WEDGE  
News Editor, New Musical Express

Pye is the new British affiliate for Jack Holzman's Elektra label. Previously it had been distributed by the Audio-Fidelity, since Frey's line, which had been operating as a separate independent firm—the only American label in Britain to do so—was now electric is itself expected to emerge on Philips.

The Pye-Elektra deal may be extended to include certain continental countries. First disk to be marketed here under the new set-up is "Authentic Sound Effects, Volume 1."

**The Answer**  
Answer records, though not as common as in the U. S., are not unknown here. Not new but revived after a long absence from the scene, is answer advertising. EMI and Pye are the participants, Frank Sinatra the center of it.

During his June visit Sinatra cut an LP, "Great Songs From Great Britain," for Reprise, with the assistance of his label's affiliate, Pye. There is no word of a release date, but Pye is hoping for the autumn. On Capitol, EMI issued a Sinatra album, "London by Night," consisting of tracks from earlier LP's. It was a rush-release for July 20. The following week Pye advertised both to trade and consumers a "wait for it" theme signed "be aware of imitations," in the ad the message was being hauled out by the press.

By the next week, EMI had bought space for a U. S. officer to be yelling "Don't wait for it," the "London by Night" and another July Sinatra release, the newer "Point of No Return."

"Big Band Concert," the BBC's special music mounting in Montreux, Switzerland, Television Festival was getting a second showing August 17. Program features the *London by Night* band in material originally wanted for London Records' Phase 4 Stereo albums. BBC-TV is selling the program abroad and has been notified of showing in Holland, Sweden and Switzerland; screening is awaited in Australia, Germany and Denmark.

Atlantic Records' v.p. Miriam Biensstock is in London on the first stage of a European tour. She has been notified of showing in Britain, London, . . . Her husband, Freddie Biensstock, traveled with her. The wife is touring in British publishing office, Aberbach. . . . Under Aberbach auspices came writer Bert Bacharach, who is the wife's husband. *Be Young*, which will be used as the U. S. title song of the Cliff Richard movie "The Young Ones." Bacharach in a week came to London,

scored the number for recording, attended the session, flew to Monte Carlo and conducted for Marlene Dietrich, returned to New York to arrange and produce a *Jane Morgan* session. . . . *Coma Francis* was in for one day, re-recording a number of films. Follow the Boys. . . . Hal Wallis spent five days in London. . . . Quincy Jones and Shelby Singleton, Mercury a.d.s. were here in Germany during six-hour London stay while returning to New York after recording *Dizzy Gillespie* in France. . . . The *Swedish* Swedish television group which has had some success via its Orville disk releases, is now set for a tour here from August 22.

Pickwick Records, an offshoot of Pickwick International, New York, and run in association with Rainbow Records, a London indie headed by Monty Lewis, who was formerly in charge of the now-operative Gala Records, plans to start here in October. The firm will concentrate on LP's selling at less than \$2.80.

Ember Records celebrated its second anniversary by starting a new jazz series of LP's selling at \$5.01 in addition to its \$3.64 ranges. . . . Decca Records issued a new LP, *Don't Ever Change*, on Coral. The present-day group is both with "Don't Ever Change" as a single on its present label. . . . Main Decca August LP's were Warren's "Stereo Workshop" series with four LP albums in the first batch. . . . Decca's new label guitarist *Pat Harris* has revived *Elmer Bernstein's* "Man With the Golden Arm" theme. . . . In the new series, *Pat Harris* has a 10-year contract with Mario Del Monaco.

**EIRE**

## Dealers Getting Hip on Expansion

By KEN STEWART  
Teen-age Express, Dublin

Harold Christian, chief of EMI (Ireland) Ltd., told BMW, "Record dealers in this country are becoming increasingly alive to the possibility of expansion. They realize that this demands a close study of the disk catalogs and trade periodicals. It is indeed a very welcome sign for the industry." *HM issues Bobby Vinton's* hit, "Roses Are Red," on the Columbia label. This seems set to notch big sales, in spite of cover versions by *My Baby* (Capitol) and *Goody Goody* (Reprise).

There have been several recent disks by Frank Sinatra, notably the two new Capitol albums, "London by Night" and "The Point of No Return." Singles include *My Baby* (Capitol) and *Goody Goody* (Reprise).

There was great disappointment here when Sinatra did not stop off in Dublin during his worldwide charity tour. It is hoped, however, that he will come here next year.

## GERMANY

## Import Firm Moves Into High Gear

By JIMMY JUNGEMANN  
102 Ismaninger Street, Munich 27

The record import service of Bernard Mikulski in Frankfurt has taken another important step. Records produced by the Ocas disk

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PLAN FOR IT...**

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- to help dealers buy and sell
- to help operators buy  
and program
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interesting, useful material

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Vocal Groups • Instrumental  
Groups • Bonds • Instrumentalists*

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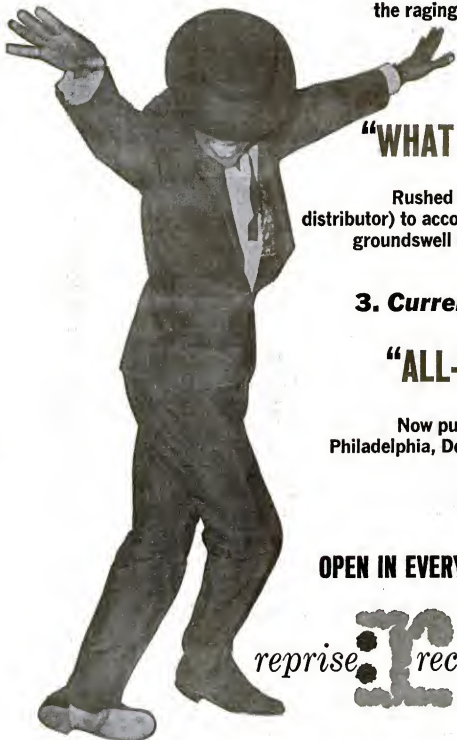
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**"WHAT KIND OF FOOL AM I"**

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The only version to break it up world-wide  
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**ODDS-ON CINCHES TO  
CRACK CRACK CRACK WIDE  
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**SPOTLIGHT ALBUMS**  
**OF THE WEEK**  
 Strongest sales potential of all records reviewed this week.

# ALBUM REVIEWS

## Pop

### THE BROTHERS FOUR IN PERSON



Columbia CL 1828 (M); CS 8628 (S)—The boys have become solid sellers both in person and on disks and here is there first "live" performance on record, providing the successful, concert-in-the-living room touch. Package was recorded partly at the Naval Academy and partly at Vanderbilt University in Tennessee. But the response is equally enthused from both audiences. "Rovin' Gambler," "Rock Island Line," "Midnight Special" and "Across the Sea," plus some tunes heard earlier on singles, are here.

### THE WONDERFUL SOUND OF BROADWAY'S GREATEST HITS



Andre Kostelanetz and his Ork. Columbia CL 1827 (M); CS 8627 (S)—Loads of sales appeal here. A dozen outstanding tunes from Broadway hits are invested with sparkling arrangements and given typical Kostelanetz performances. The result is a natural which should enjoy potent sales. Shows represented are "How to Succeed," "West Side Story," "Camelot," "Irms La Douce," "Music Man," "Carnival," "Milk and Honey," "My Fair Lady," "Kismet," "Sound of Music" and "South Pacific." Powerful is the word for this one.

### REVOLUTION IN SOUND



Les Brown and His Band of Renown. Columbia CL 1818 (M); CS 8618 (S)—Another in the now bulging catalog of "salute" albums to the big bands, except this has several unique touches. There are items from the Dorsey, Miller, James, Basie milieu here, but there are also items closely identified with Henry Mancini, Percy Faith, Les Baxter, Elmer Bernstein, Nelson Riddle and Lawrence Welk. The tunes are all most familiar and the big Les Brown band plays with great drive and excitement. Stereo gimmick emulates a slowly rotating bandstand, with the sound moving in from one side and gradually fading at the end of each number from the other.

### TWO OF US



Robert Goulet. Columbia CL 1826 (M); CS 8626 (S)—Robert Goulet has another album here that should become a stock seller. The singer turns in heartfelt performance of a flock of cozy, intimate songs over pretty support from the Glenn Oser ork. The songs include "But Beautiful," "Where Do I Go From Here," "All of You" and "Take Me in Your Arms." Certain to appeal to Goulet's many fans.

### GEORGE CHAKIRIS



Capitol T 1750 (M); ST 1750 (S) — George Maharis, Richard Chamberlain and Vince Edwards have all become important disk artists via dramatic careers and Chakiris, star of "West Side Story" on stage and film, is likely to repeat the story. The artist has a smooth, slick style that is bound to attract listeners and buyers. Beyond this, the choice of material is tops for showcasing the new, young singing talent. Tunes are mostly from the real theater and films, past and present, including "Mr. Lucky," "I Believe in You," "Once Upon a Time," etc.

### THE FARAWAY PART OF TOWN



Andre Previn. His Piano and Ork. Columbia CL 1786 (M); CS 8586 (S)—Moody, wistful and introspective piano solos by Andre Previn, backed by a lush string ork, makes this a solid item for the market. The pianist turns in expressive and winning performances on a flock of standards, including "Where Are You," "Gone With the Wind," "Over the Rainbow" and "When Your Lover Has Gone." A tasteful and nostalgic set that should score throughout the fall.

### THE MUSIC OF BRAZIL



Percy Faith and His Ork. Columbia CL 1822 (M); CS 8622 (S)—Percy Faith has always had a way with a Latin beat and on this album of music from Brazil he shows that he has not lost his rhythmic touch. The ork performs the exciting arrangements with sparkle and the sound, especially in stereo, is ear-catching. Best tracks are "Brazil," "Delicado" and "Ba-Tu-Ca-Da."

### MR. PIANO



Roger Williams, Kapp KL 1290—Williams play a flock of current hits on this LP and his own singles enter "Ninagora Theme" as well. The music is in the impeccable Williams groove with the pianist featured in front of an impressive band of strings. The tunes included cover many of today's hits, "Stranger on the Shore," "Hasty" and "Al Di La," "Misty," the "No Strings" tune and "The Sweetest Sound" are also included.

### COME WALTZ WITH ME



Steve Lawrence. Columbia CL 270 (M); CS 8670 (S)—The lad has an unusual collection here that should score with his many fans. The album is composed entirely of music in three-quarter time, most of them familiar melodies. The backgrounds are lush with strings and were arranged by Sid Feller. "Remember," "Girl of My Dreams," "Fascination," a new version of "Greensleeves" and "The Endless Night" are all fine tracks.

### FAT BOONE'S GOLDEN HITS



Dot DPL 3455 (M); DLP 24555 (S)—Here's Pat Boone, both old and new. That is, these are hits from all periods of his career of stardom. For instance, the current "Speedy Gonzales" leads things off. Then, too, there are "Walkin' the Floor Over You," "Johnny Will," "Big Cold Wind," "Wang Dang Taffy Apple Tango," etc. On the cover is Senor Boone in Mexican headress. Agreeable stuff that's sure to sell.

### TONY BENNETT AT CARNEGIE HALL (2-12")



Columbia CL 23 (M); CS 823 (S)—This is one of Tony's best albums, recorded before an enthusiastic audience at his first one man show at famed Carnegie Hall. On two LP's the excitement of that night is recaptured with Tony singing the many songs that have become associated with him including "Just In Time," "Stranger In Paradise," "One For My Baby," and his latest "I Left My Heart in San Francisco." Double package LP makes a good sale for a dealer and dealers should sell a lot of them.

### ENCORE



The Highwaymen. United Artists UAL 3225 (M); UAS 6225 (S)—The Highwaymen come through with a flock of fine readings here of a wide-ranging selection of folk songs including material from Ireland, Israel, Spain, Argentina, and the U.S.A. The songs include "Whiskey in the Jar," "Bin Ban," "I'm On My Way," and "Mighty Day." Sure to please the group's many fans, especially the college folknik set.

### Jazz

### MILES DAVIS AT CARNEGIE HALL



Columbia CL 1812 (M); CS 862 (S)—This is the Carnegie Hall album by the trumpeter which has been a top seller for some time. The set, reprocessed for stereo, still has some of the best Miles Davis around, with Hank Mobley, Wynton Kelly and the 21-man strong Gil Evans ork in support. "Spring Is Here," "No Blues" and "Lament" are top-flight tracks.

(Continued on page 34)

## BEST TRACKS FROM THE SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by BAMP's reviewing panel as the most outstanding from this week's new LP Spotlight.

### POPULAR

THE BROTHERS FOUR IN PERSON  
Columbia CL 1828, CS 8628 "The Thinking Man, John Henry" (Melody Train, BMJ) (4:50)

REVOLUTION IN SOUND—Les Brown & His Band of Renown (Columbia CL 1818, CS 8618) "This Could Be the Start of Something" (Rosenowood, ASCAP) (1:27)

GEORGE CHAKIRIS—Capitol T 1750, ST 1750 "One Girl" (ASCAP) (2:30); "Once Upon a Time" (ASCAP) (3:00)

THE MUSIC OF BRAZIL—Percy Faith & His Ork (Columbia CL 1822, CS 8622) "Brazil" (Peet, BMJ) (2:20)

TWO OF US—Robert Goulet (Columbia CL 1826, CS 8626) "Where Are You?" (First, ASCAP) (3:10)

THE FARAWAY PART OF TOWN—Andre Previn (Columbia CL 1786, CS 8586) "Where Are You?" (First, ASCAP) (3:09)

THE WONDERFUL SOUND OF BROADWAY'S GREATEST HITS—Andre Kostelanetz (Columbia CL 1827, CS 8627) "Tonight" (B. Schmitt, ASCAP) (2:39)

MR. PIANO—Roger Williams (Kapp KL 1290) "Al Di La" (Wilmark, ASCAP) (2:48)

COME WALTZ WITH ME—Steve Lawrence (Columbia CL 270, CS 8670) "The Endless Night" (Westside, BMJ) (2:40)

PORTRAIT IN MUSIC—George Maharis (Epic LN 24021, BN 26211) "Fools Rush In" (Brunswick, Voco-A Conn, ASCAP) (3:17)

EXOTICA BUTTE—St. Zenner & Ork-Martin Denney (Liberty LHM 13028, LSH 14028) "Tux" (Aard, BMJ) (2:55)

### JAZZ

COLTRANE—John Coltrane Quartet (Impulse A JL 85 21) "Out of This World" (E. H. Morris, ASCAP) (14:02)

MILES DAVIS AT CARNEGIE HALL—Columbia CL 1812, CS 8612 "Lament" (Croschew, BMJ)

SOUTHERN COMFORT—Frank Wess (Frontier FR 7233) "Southern Comfort"

### COUNTRY & WESTERN

FOLK SONGS OF OUR LAND—Lester Flatt & Earl Scruggs (Columbia CL 1830, AS 8630) "George Allen's F.F.V." (Peet, BMJ) (2:45)

### LATIN AMERICAN

TRO LOE FANCHOS—Columbia BX 5609 "Estanowed" (CAMFPI) (3:04)

The newest members of the Epic family...The Ames Brothers

The pick of the new releases  
**SPOTLIGHT SINGLES**  
**OF THE WEEK**

Strongest sales potential of all records reviewed this week.

# SINGLES REVIEWS

## FREDDY CANNON

**WHAT'S GONNA HAPPEN WHEN SUMMER'S GONE** (Roosevelt, BMI) (2:05)—**BROADWAY** (Roosevelt, BMI) (1:58)—Two rhythm sides here and either or both could be big in the wake of "Palisades Park." The first is a swinger which has a seasonal lyric. The second side sings the praises of the Gay White Way and Freddy's voice is multi-tracked against bumping, grinding beat.  
*Swing 4117*

## GARY (U.S.) BONDS

**COPY CAT** (Rock Masters, BMI) (2:11)—Another winner from Bonds who gives his typical exciting performance on this driving rocker that builds from the opening chord. Femme group adds the swing of the side. Flip is "I'll Change That Too" (Joy, ASCAP) (2:32). *Le Grande 1020*

## DON GARDNER AND DEE DEE FORD

**DON'T YOU WORRY** (Fast-Pete, BMI) (2:57)—Strong rhythm effort here from the twosome, who sell the side with style. Gardner's rasping creates much excitement while Dee Dee joins in for the last chorus. Flip is "I'm Coming Home to Stay" (Fast-Pete, BMI) (2:57).  
*Fire 513*

## DEL SHANNON

**THE SWISS MAID** (Tree, BMI) (2:09)—Highly unusual tune by Shannon tells the story of a lass who dies pining for a lost love. It's smartly made record with telling orchestral touches and fine singing by the lad. Flip is "You Never Talked About Me" (Home Folks, BMI) (2:10).  
*Big Top 3117*

## DAVID BOX

**IF YOU CAN'T SAY SOMETHING NICE** (Acutt-Ross, BMI) (2:11)—I'VE HAD MY MOMENTS (Acutt-Ross, BMI) (2:13)—An exciting new voice is brought to wax by David Box who shows he can handle ballads and rhythm tunes with style on this debut disk. Top side is a sweeping pleader ballad, while second side is a real rocker. Rock cut support adds to the disk.  
*Candix 339*

## YVONNE FAIR

**YOU CAN MAKE IT IF YOU TRY** (Back Beat-Comard, BMI) (2:40)—Here's a record that could quickly turn into an r&b smash and should happen big in pop as well. It features the thrush in a straight talking and powerful singing performance about life and hard times. Backing here is by James Brown and the combo with words and music. Flip is "It Hurts To Be In Love" (RT, BMI) (2:30).  
*King 5687*

## VIC DAMONE

**WHAT KIND OF FOOL AM I** (Ladlow, BMI) (2:46)—Vic Damone sings the big ballad from the forthcoming British show "Stop the World" with warmth and emotion. Could turn into a real seller for the chanter. Flip, from his new album, is "Charmaine" (Miller, ASCAP) (2:04).  
*Capitol 4827*

## THE CREATORS

**YEAH HE'S GOT IT** (Tee-Kay, BMI) (2:10) — **BOY HE'S GOT IT** (Tee-Kay, BMI) (2:10)—The Creators bow on the label with a dance disk that should appeal strongly to the teen set. On the top side, the gal lead comes through with a swinging vocal, while the flip is an instrumental version of the same tune with chorus breaks and organ lead. Solid Mashed Potato rhythm wax.  
*Philips 40085*

## BOBBY VINTON

**RAIN, RAIN GO AWAY** (Regent, BMI) (2:55)—Bobby has a natural smash as a followup to his "Roses Are Red." The tune is sung with much warmth and tells a touching story about a childhood sweetheart who asks to be set free. The flip is "Over and Over" (Pageant, BMI) (2:15).  
*Epic 9532*

## THE CHORDETTES

**IN THE DEEP BLUE SEA** (Cedarwood, BMI) (2:22)—**ALL MY SORROWS** (Highridge, BMI) (2:24)—Both sides of this new Chordettes' dishing have a chance. The topper is a folk-flavored dittie penned by Marjorie Wilkin and sung appealingly by the gals; flip is the familiar folk effort that could happen again via this fine recording.  
*Cadence 1425*

## RAMONA KING

**ORIENTAL GARDEN** (Briarcliff, BMI) (2:09)—An unusual and left waxing may have enough going for it to happen. It spotlights a bewitching vocal by the lass over an intriguing backing by the combo and chorus. Teen-slanted wax. Flip is "Soul Mate" (Briarcliff, BMI) (2:08).  
*Eden 3*

## Country & Western

### WEBB PIERCE

**SOONER OR LATER** (Cedarwood, BMI) (2:25)—**COW TOWN** (Riffr, BMI) (2:26)—Two fine sides by the chanter. First up is a neatly done weeper, penned by Pierce himself and Mel Tillis. Sincere delivery sells this. Flip is a bright ditty about the lad's home town back in Texas. Both can click.  
*Decca 31421*

### HANK SNOW

**ANCIENT HISTORY** (Cedarwood, BMI) (2:24)—**I'VE BEEN EVERYWHERE** (Hill & Range, BMI) (2:32)—Snow applies his warm pipes to a particularly good piece of weeper material here which should certainly move. Flip, with almost equal power, is a Westernish tune, with contrasting tempo. Watch both.  
*RCA Victor 8072*

## SPECIAL MERIT SINGLES

### BUDDY HOLLY

\*\*\*\* **WAIT TILL THE SUN SHINES NELLIE** (Nor-Va-Jak, BMI) Coral 62329

### THE AMES BROTHERS

\*\*\*\* **LOVE IS AN OCEAN OF EMOTION** (Benjamin, ASCAP) (2:30)

\*\*\*\* **LOVE ME WITH ALL YOUR HEART** (Peer, BMI) (2:07)

### EDDIE FISHER

\*\*\*\* **ANOTHER AUTUMN** (Chappell, ASCAP) (2:38) Trans Atlas 698

## Pop Talent

### TONY MITCHELL

\*\*\*\* **WRITE ME A LETTER** (Eggar, BMI) (1:55)

\*\*\*\* **CANDLE IN THE WIND** (Trinity, BMI) (2:13) Canadian-American 143

### LORI AND LEE

\*\*\*\* **LITTLE THINGS** (Beverly, BMI) (2:36)

\*\*\*\* **(ALL OF A SUDDEN) MY HEART SINGS** (Leeds, ASCAP) (2:22) Columbia 42517

## \*\*\*\* STRONG SALES POTENTIAL

### BUDDY HOLLY

\*\*\*\* **WAIT TILL THE SUN SHINES NELLIE**—CORAL 62329—Here's the side, done in a highly distinctive rockabilly style by Holly. He uses a smart backing from his combo and a vocal group. Holly fans should dig this side, not previously released. (P. D.)

\*\*\*\* **Reminiscing**—Here's one of two previously unreleased sides which find the late Buddy Holly working with the swinging trend men, King Curtis. The chanter still has a wonderful touch on this medium buster. He displays an infectious flip of a semi-yodel here. Should get a lot of play. (Nor Va Jak, BMI)

### AMES BROTHERS

\*\*\*\* **Love Is an Ocean of Emotion**—EPIC 9530—Here's a lush-type tune that's sung with style by the Brothers. It has a lot of a Calypso flavor and features impressive guitar work. (Benjamin, ASCAP) (2:30)

\*\*\*\* **Love Me With All Your Heart**—This is an English language version of an overseas hit. The boys sing the ballad in grand style, while the chorus and five piano fills embellish the background. It's the first for the label. (Peer Inc., BMI) (2:07)

(Continued on page 40)

## SINGLES REVIEW POLICY

All single records received by *Billboard Music Week* are listened to and reviewed by the *Billboard Reviewing Panel*. Records are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

**SPOTLIGHT WINNERS** are judged to have the strongest sales potential of all singles reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. **FOUR-STAR** singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full *Reviewing Panel* and descriptive reviews are published for these. **THREE-STAR** records, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the Three-Star records.

**SPECIAL MERIT SPOTLIGHTS**, in the opinion of the *Reviewing Panel*, have outstanding merit and deserve exposure.

All singles intended for review should be sent to the *Billboard Music Week Reviewing Panel*, P. O. Box 2972, Time Square Station, New York 24, N. Y.

bringing home a winner  
 with their  
 first single release:  
**Love Me With All Your Heart**  
 (Cuando Caliente El Sol)

Love Me With All Your Heart (When the Sun Is Hot)





# Plough's Music-by-IBM Plan Bows in With Admen Contest

NEW YORK — The Plough Broadcasting Company kicked off its new electronically controlled musical programming format last week with a "Name the sound" contest for advertising agency time buyers.

The new format (result of a year-long study) will be introduced first on Plough's Chicago (WJJD) and Boston (WCOF) outlets this month. Ultimately it is expected that the format will be adopted by all five Plough stations.

Harold Kretstein, president of the Plough chain, had a special 12-inch LP made up featuring an air check of the new sound which has been "sneak previewed" by Plough during the past few months. For this LP was sent to 1,600 time buyers last week so that they could hear how the new sound projects in actual broadcasting.

Judging Group  
The winning name will be selected by a panel of judges from Capitol, Columbia, Decca, RCA and the Radio Advertising Bureau. The contest, which ended August 31, offers more than 1,000 prizes (totaling \$9,000) including an \$895 Magnavox radio-phonograph.

graph stereo set, an Ampex stereo tape recorder, and a flock of other radio-TV and photo awards.

Commenting on the development of the new sound, Kretstein said the form "began with a concept and a statistic."

The concept: most of America's most popular musical (disk) performances have a substantially uniform rhythmic pattern. The statistic: the U. S. record industry sold \$313,000,000 worth of musical records last year. More than 80 percent was in records with much the same rhythmic pattern featured in a new format.

First Plough assembled the entire record catalogs of every important manufacturer in the U. S. and Europe. Then a team of 30 music professionals—band leaders, sidemen, music teachers—analyzed each album and selected those sides featuring the tempo and melodic elements demanded by the rhythmic pattern of the new format.

"Many albums yielded only a single acceptable performance," said Kretstein. "Hundreds produced none."

Performances by such divergent artists as Carlos Montoya, Paul Anka, Si Zentner and Arthur Fiedler were among those okayed by the committee. Then each accepted track was punched into the Plough Radio IBM system, and a formula described by Kretstein as "music that creates alertness, a do-something, up-beat attitude."

More than 60,000 separate sides are cataloged on IBM cards to produce this "master formula" — a formula described by Kretstein as "music that creates alertness, a do-something, up-beat attitude."

In addition to catalog items, new releases will be added to the system regularly provided they meet the rhythm requirements of format.

## PROGRAMMING PANEL

If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1564 Broadway, New York 36, N. Y. Your name will be credited when it appears.

### THE QUESTION:

Which foreign recording artist has the best potential for the U. S. disk market?

### THE ANSWERS:

F. BRUCE PARSONS JR., WTRD, Newport News, Va.

I believe that England's Frankie Vaughan has a good chance at the best potential for the U. S. disk market. There are several reasons. Vaughn sings more like an American than he does like one of the Queen's subjects. He sounds a bit like John. He has the drive of Steve Lawrence. Vaughn is now recording with Philips and this company has top-notch distribution. With Frankie Vaughn to rise in popularity in the U. S. A. within the next 365 days.

J. A. DAVENPORT, III  
WFOM, Marietta, Ga.

Who else but Caterina Valentine! She is an international star whose talent and charm knows little, if any, language barrier. Her extraordinary voice range, vocal range, personality and versatility certainly should rate her potentially a great recording star in the U. S. disk market. Caterin, who is already an established star in Europe, has recently made several impressive appearances on the Perry Como Show. I deeply feel the combination of Caterina Valentine's amazing voice, plus some good material, would make her the top foreign recording artist in the U. S. disk market.

great recording star in the U. S. disk market. Caterin, who is already an established star in Europe, has recently made several impressive appearances on the Perry Como Show. I deeply feel the combination of Caterina Valentine's amazing voice, plus some good material, would make her the top foreign recording artist in the U. S. disk market.

## ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about disk artists. If clipped and pasted on a 3 x 5 card, these biographies will help you build a convenient file of such data.

### BOB BRAUN (Decca)

#### PERSONAL MANAGER:

Ricar Productions, New York. REAL NAME: Robert Earl Brown. BIRTHDAY: April 20, 1925. HOME TOWN: Ladlow, Ky. EDUCATION: Studied voice and drama at Conservatory of Music, Cincinnati.

BACKGROUND: Though not widely known nationally, Bob Braun's career has blossomed in the Midwest area. For the past five and a half years Braun has won a wide following as emcee, singer and a Hugh Downs-type on the Ruth Lyons "50-50" Club" show, which is simulcast over WLW, Cincinnati, and Croydon Broadcasting's four-city network. Braun has also appeared at night clubs in the Cincinnati area. Braun has had several records released locally, including a waxing of "Till Tomorrow" about two years ago, which was a solid regional hit and reportedly sold over 10,000 copies. His current disk, spanning on the Decca label, called "Till Death Do Us Part," is his first national hit. Recently in New York to record an album for Decca, Braun also met with various show business representatives to negotiate for top TV guest shots and a picture deal. The new LP will contain a tune cuffed by Ruth Lyons called "Wasn't the Summer Short" previously recorded by Johnny Mathis.

LATEST SINGLE: After only five weeks on the Hot 100, Braun's hit single, "Till Death Do Us Part," streaks into the No. 39 spot as a Star Performer.

### BOBBY BARE (RCA Victor)

#### PERSONAL MANAGER

AND BOOKING OFFICE:

Affide Stone Associates. BIRTH-

DAY: April 7, 1935. HOME-

TOWN: Ironton, Ohio. BACK-

GROUND: Bobby Bare started

singing professionally on a tele-

vision show in Charleston, W. Va., when he was 17. His re-

recording success began with a

contract to record for Fraternity

Records. For Fraternity, Bare

came up with a smash single,

"All American Boy," in the

late 1950's. Since then he has

appeared on many TV shows,

including "The Ed Sullivan Show," "American Bandstand," and

on Clifton Stone's local TV program, "Hometown Jamboree" and

"Town Hall Party." The versatile young man is also a song-

writer and has penned tunes that have been recorded by such

noted country artists as Ferlin Husk, Rose Maddox, June

Carter, Billy Walker and others. He also wrote three of the

rock 'n' roll songs featured in the recent motion picture, "Tearme

Michael," starring Chubby Checker. Bare was signed to an

RCA Victor recording contract a short time ago and his initial

TV release is currently a hot chart item.

LATEST SINGLE: "Shame On Me" is bringing Bobby Bare

back into the recording spotlight.

## YESTERYEAR'S HITS

Change-of-pace programming from your listener's shelves, featuring the disks that were the best in the last five years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

### POP—5 Years Ago

August 19, 1957

1. Teddy Bear, Ellis Presley, RCA Victor
2. Love Letters in the Sand, Pat Boone, Del
3. Love, Bobbie Gentry, Capitol
4. Bye Bye Love, Everly Brothers, Cadence
5. Diamonds, Coasters, A&O
6. Piana, Paul Anka, ARC/Parlophone
7. Raindrops, Sam Hamilton, Kapp
8. I'm Gonna Sit Right Next to You, Billy Williams, Coral
9. White Silver Sands, Don Reno, Jubilee
10. So Rare, Jimmy Dorsey, Specialty

### POP—10 Years Ago

August 16, 1952

1. And Wednesday's Sweetheart, V. Lynn, London
2. Half as Much, E. Coney, Columbia
3. Jack-A-Me, E. Coney, Columbia
4. With You Were Mine, J. Fisher, RCA Victor
5. Here in My Heart, A. Martin, RBS
6. Delicado, P. Faith, Columbia
7. Walkin' Mr. Baby, Rick Brown, A. Ray, Columbia
8. High Noon, F. LaRue, Columbia
9. Myra, P. Cornell, RCA Victor
10. Superdoo, Dave Taylor, Columbia

### RHYTHM & BLUES—5 Years Ago—August 19, 1957

- Source: Contino, A&O  
Sally Bow, Ellis Presley, RCA Victor  
Short Fat French, Larry Williams, Specialty  
Send for Me, Red King, Capitol  
Bye Bye Love, Everly Brothers, Cadence
- Whispering Bells, Del Williams, Del  
Dorchester, W. Liberty  
Jenny Jumps, Little Richard, Specialty  
Long Lonely Nights, Chubby Checker, Atlantic  
To the Moon, Five Satins, Ember

when answering ads . . .

Say You Saw It in Billboard Music Week

## AM RUSH CROWDING BACK TO \$\$ & CENTS—COLLINS

WASHINGTON—The hard dollar of AM radio stations must be considered when over-crowding of the service is studied in a joint industry-FCC conference.

The point was strongly made by President LeRoy Collins of the National Association of Broadcasters, who said no study of overpopulation of AM could be "honest and complete" without a look at the economics involved.

Collins emphasized that any cure for both the overcrowding and the economic squeeze in the AM service must be "wholly compatible with our system of free broadcasting." He said the NAB codes of good practice need enforcement, as never before to avoid government dictation on one hand and "jungle" rule on the other.

The industry "desperately needs to do better," Collins told a joint meeting of Georgia and South Carolina broadcast associations.

Blame for poor AM programming was laid at the door of Federal Communications Commission's past policy of almost automatic granting of radio licenses. The crowding made the AM band susceptible to dog-eat-dog tactics, and

## BALLOTS IN MAIL FOR BMW POLL

NEW YORK—Official ballots are in the mail this week to thousands of disk jockeys and program managers for BMW's 15th Annual Record Artists Popularity Poll. Those who do not receive ballots are invited to send their names on station letterheads to: DJ Poll, Billboard Music Week, 1564 Broadway, New York 36.

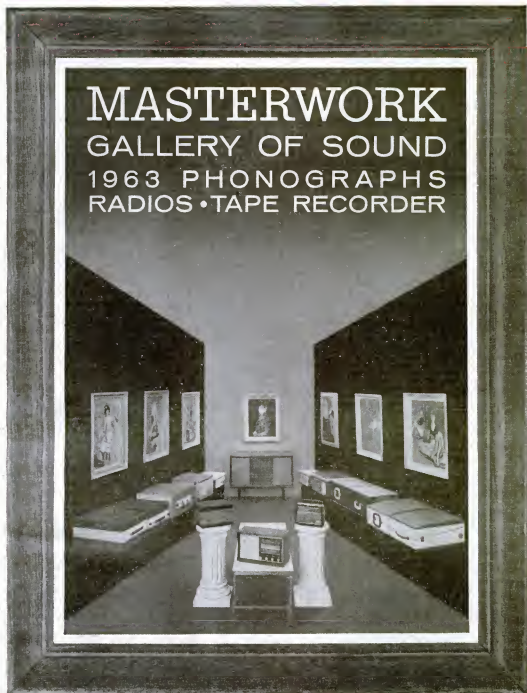
N. Y. Results of the poll will be published in the fall issue of BMW's semi-annual programming and Talent Supplement, Saturday, September 22.

## NAB Wants Time to Study FCC Reforms

WASHINGTON—More time to comment on the proposed broadcast changes in the FM radio service is requested by the National Association of Broadcasters. Last week, NAB, requesting extension of FM comment deadline at least to October 1, reminded the Federal Communications Commission that the fate of existing FM stations operating with more than the maximum power specified for their class under the new rules is one of the big questions to be studied.

NAB is reactivating its Ad Hoc Committee on FM Allocations to study the situation. The group will frame comments on the new FM broadcast rules proposed by FCC and the suggested table of assignments for commercial FM stations based on new mileage separations and paralleling TV 49-channel allocations table. Under the new plan, up to 15 FM stations would be licensed to major metropolitan areas, the number diminishing according to population, to one or two stations for smaller cities. (Billboard Music Week, August 4.)

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TWIN UNIT  
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# VOX JOX

By JUNE BUNDY

After a year of free-lance production and program consultation work in Southern California, Tony Brooks has returned to the Southern broadcasting scene. He joins WMYB, Myrtle Beach, S. C., next month as program director. . . . Guy Travers, co-host of the afternoon show, "Musicstown," at WAYE, Baltimore, has added a 7-9 a.m. seg to his schedule. . . . Michael Ruppe Jr., advertising-sales promotion manager for KYYV, Cleveland, for the past year, has changed posts and is again heading up public relations for the outlet.

Lou Johnson has joined WLIS, Saybrook, Conn., and long-time afternoon jack Paul Sidney of the same outlet has moved into a morning time slot. . . . Bob Howard, WNEW, New York, and his fiancée, Annalisa, are parents of a seven-pound four-ounce boy, Rodger, who was born Friday, the 13th. . . . Glenn C. Lewis has returned to WLSL, Roanoke, Va., after a two-year tour with the U. S. Army and the Armed Forces Radio Network in Europe. Lewis, known on WLSL as "The Voice of the Turtle," has taken over the 7-10 a.m. time period. Also new at WLSL, according to program director John Willett, is "Surrounding Sound," a new technique to improve sound quality which is being syndicated around the country to one station in each area.

George (Hound Dog) Lorenz, syndicated deejay and another veteran jockey, has kind words for others in the music industry. He writes, "We never get over the ingenuity of promotion men in our business. For example, about a week back Bob Skaff sent out fortune cookies to the trade to promote his Liberty album 'The Road to Hong Kong.' When you broke open the cookie there was a message asking that you promote it (the LP). Next Herb Linsky comes up with plastic birds. He is shipping 25,000 to various parts of the country to promote, naturally, 'The Bird Man' by Burt Lancaster (star of 'Bird Man of Alcatraz') and the Highwaymen. It just goes to prove that old, adage that the national promotion man is sure worth his salt—spelled M-O-N-E-Y."

**PRaise FROM CAESAR:** Veteran spinner Paul Drew, WAKE, Atlanta, writes "While on vacation I listened to a lot of radio. We drove 2,000 miles in all. The best I heard was Lee Allen, 'The Horn,' at WXYZ, Detroit. The best idea was the WCIB 'Teen Board,' because they borrowed the idea from our WAKE Teen Panel, created by Tudle Herbert (formerly Bernice Jindal, long-time manager of WNEW, New York). It's certain to win an award for being one of this or any year's outstanding programs. The best over-all sound I heard was WBAC, New York, followed by WLW, Cincinnati."

## Storer Earnings Hit \$1.48 a Share For Half of '62

MIAMI BEACH, Fla. — Storer Broadcasting Company earnings hit \$1.48 a share for the first six months of 1962, compared to 82 cents a share for the same period last year.

Net income after taxes for the first six months was \$3,618,366, compared to \$2,032,501 last year. This year's profits included a capital gain (net after taxes) of \$912,863 resulting from the sale of station WWVA, Wheeling, W. Va.

Storer also reported that its earnings (after taxes) for the second quarter of 1962 were \$1,466,770 or 60 cents a share, compared to \$977,083, or 39 cents a share in 1961.

A company spokesman said that this year's second-quarter earnings from radio and television operations were a record for the company in the April-June period. Storer owns and operates five television and seven radio stations in Detroit, Cleveland, Toledo, Milwaukee, Atlanta, Philadelphia, Miami, New York and Los Angeles. It also owns the Miami Beach Sun Publishing Company.

## CLEVELAND DJ'S MOVE TO TOLEDO

TOLEDO — Radio Station WIOD has added two noted deejays both formerly with KYW in Cleveland. They are Joe Mulvihill, who will have the 9 a.m. to 12 morning show on the station, and Swing Sweeney, who will follow Mulvihill in the 12 to 3 p.m. slot.

BILLBOARD  
MUSIC WEEK

## EASY LISTENING

This Week	Last Week	From this week's Hot 100	TITLE, ARTIST, LABEL	Weeks on Hot 100
1	1	ROSES ARE RED, Bobby Vinton, Epic 9509	11	
2	3	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	4	
3	8	SHE'S HOT TOO, Elvis Presley, RCA Victor 8041	3	
4	2	THE STRIPPER, David Rose and His Orchestra, MGM 13064	15	
5	4	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	13	
6	7	HEARTY IN HAND, Brenda Lee, Decca 31407	7	
7	9	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	5	
8	10	A SWINGIN' SAFARI, Billy Vaughn, Dot 16374	5	
9	5	THEME FROM DOCTOR KILGARE, Richard Chamberlain, MGM 13075	12	
10	6	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	16	
11	11	ROUTE 66 THEME, Nelson Riddle, Capitol 4741	12	
12	—	RAMBLIN' ROSE, Nat King Cole, Capitol 4804	3	
13	12	HAVE A GOOD TIME, Sam Thompson, Hickory 1174	10	
14	15	TILL DEATH DO US PART, Bob Brown, Decca 31355	5	
15	13	AL DI LA', Emilio Pericoli, Warner Bros. 5259	14	
16	—	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424	2	
17	—	TEEN AGE IDOL, Nick Nelson, Imperial 5864	2	
18	17	A TASTE OF MONEY, Martin Denny, Liberty 55470	6	
19	20	ABOVE THE STARS, Mr. Acher Bill, Afro 6230	6	
20	—	LOVE ME AS I LOVE YOU, George Maharis, Epic 9522	3	

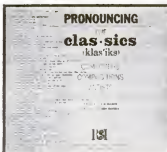
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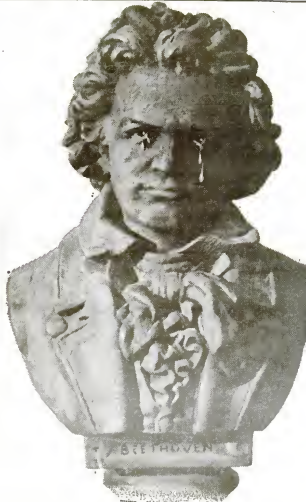
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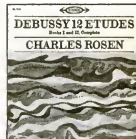
LA 16026/BA 17026\* A tribute by the great Billy Butterfield to the greatest of them all—Bix Beiderbecke.



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EXCITING  
ENTERTAINMENT  
ON  
RECORDS**

**EPIC**

# Reviews of New Albums

## STRONG SALES POTENTIAL

\*\*\*RED HOT AND PEPPY FOLIES  
Jazz GEN 596—Stones of the Roaring Twenties come complete with this multiple LP. The lute is a veteran performer who sells a song in the strong, rough-and-ready style that has been the trademark of a series of past Dixie outfits fronted by Louis Armstrong, "Zoo, Zoo Blackhawk," "Ain't Got Nobody" and "Alexander's Ragtime Band," are typical tracks.

\*\*\*MORE MUSIC TO BREAK A LEASE  
Old Folks, ARC-Paramount ARC 416 (M)  
ARC 416 (S)—Here's a record for adults with a ballad, a party. The Folks band plays a rock of old melodies while a group of artists and relatives (five of them professional) sing and about their longed-for along with the old melodies. The set is the second in the series and should find favor with ballad party goers or those in a house with their landlords. But it is fun.

\*\*\*EARL WRIGHTSON SINGS BALLADS OF A SOLDIER OF FORTUNE  
Columbia CL 135 (M) CL 135 (S)—Swatting baritone songs continue the major part of Earl Wrightson's last record. Songs like "I'm On My Way," "Song of the Open Road," "The Grand," "Viva L'Amour" and "A Soldier's Song" are tempered by more reflective meditations of "Charmaine" and "My Shiloh," giving the collection family appeal. This type of program can draw substantial interest.

\*\*\*LURE AND LOVELY  
Shirley Horn and El-A-Sister Serenades, ARC-Paramount ARC 412 (M) ARC 412 (S)—String fans will get a kick out of this one. Some plays all sorts of electrified instruments with a soft touch and a sense of humor. He has picked the songs, electric harp, and some of the old standards as his repertoire. "Bye Bye Blackbird," "Tea for Two," "Caruso" and "A Foggy Day" are only a few of the delightful band.

\*\*\*THE OLD SWEET WALTZES  
Frank DeVall, Rainbow Ridge and the Great Waltzes, Columbia CL 135 (M) CL 135 (S)—String and voices are joined for romantic versions of great standards. The set includes "The Waltz King" to produce a mood album with great results. With the "Waltz King" "Fascination," "Charmaine," "Wonderful Ohio," "Diane," "Beautiful Ohio," he has produced an LP that is a complete listening and should bring the cash register.

\*\*\*STRINGING ALONG  
Ray Snock and the All-Star Serenades, ARC-Paramount ARC 412 (M) ARC 412 (S)—String fans will get a kick out of this one. Some plays all sorts of electrified instruments with a soft touch and a sense of humor. He has picked the songs, electric harp, and some of the old standards as his repertoire. "Bye Bye Blackbird," "Tea for Two," "Caruso" and "A Foggy Day" are only a few of the delightful band.

\*\*\*POSTCARDS FROM PARIS  
Fernando and Tischer, ARC-Paramount ARC 408 (M) ARC 408 (S)—Fernando and Tischer currently the hottest two-piece team around. ARC-Paramount has released this LP which features the duo in the style of Westminster, more in a subsidiary role. Their limited range of instruments of standards from or about Paris are highly effective in the way they are performed. It is a gem as well as their skill. This is available both in mono and in "technically superior" stereo.

\*\*\*ADVENTURES IN PARADISE  
VOL. 1  
Various Artists, ARC-Paramount ARC 414 (M) ARC 414 (S)—A solid excursion into the world of well on two previous packages is again blended in a measure that has the same of the old. The last tenor Alfred Apaka, guitarist Ray Snock, the Bernstein group called the Islanders, and the colorful Tahitian combo headed by Terrence all get solo turns in the spotlight. The music is very well done. It is not one of the more attractive packages of island music.

\*\*\*MORE DANCE ALONG WITH THE MUSIC  
Various Artists, ARC-Paramount ARC 414 (M) ARC 414 (S)—This is the second volume of "Dance Along With Music" and it should do as well if not better than the first. It includes Vincent Lopez and the Hotal Trio in a parade of all time favorites—20 to 30 in fact—various dance rhythms. They include mambo, Dixieland, tumbao, tango tempo and the twist. It is fun and interesting to anyone who likes to dance.

\*\*\*BO DIDDLEY  
1964—A solid excursion into the realm of the twirling blues. Bo's twangy, rhythmic style is heard on a rock of good instruments as well as in a superbly some exciting vocals by the artist, finally.

(Continued on page 35)

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

## Continued from page 28

## COLTRANE



John Coltrane Quartet, Impulse A 21 (M) AS 21 (S)—Here's another powerful LP from the Coltrane group. The set is composed of Coltrane playing tenor sax on all but one track. On the hand, he plays soprano, and it's titled "The Inch Worm." On both this track and on "Out of This World," the reminiscent of the artist's "My Favorite Things," was an imposing scale. "Tunji" and "Miles Mode" are two other fine tracks. Set is one of the best recently recorded by Trane.



## CHARLIE (BIRD) PARKER PERFORMING HISTORICAL MASTERPIECES (3-12)

Charlie Parker LP 701—Here is a three-LP set that belongs in the collectors' library. The LP's are taken from radio broadcasts that have been made available singly or other than the present label. Historically they are invaluable for they contain exceptional examples of the jazz master's unique improvisational skill. And this packaging puts all the hard to get tracks in one easily reached place. A wide variety of jazz greats accompany the alto saxist including Max Roach, Bud Powell, Miles Davis, Fats Navarro and Kenny Dorham. The tracks were recorded between 1948 and 1950.



## SOUTHERN COMFORT

Frank Wes, Prestige RP 7231—Here's a very swinging package that shows off the Basie reed man's singular abilities and the high-powered commercial arranging talents of Oliver Nelson. Two of the tracks here have much pop potential; the title tune "Southern Comfort" and "Blues for Butterball." They have the funky, Latin ring that has scored with Ray Charles and Jimmy Smith. In addition, "Summer Frost" is a good one, as is "Blue Skies." This album could grab a good hit of pop coin if it were given the exposure.

## Classical



## FIVE PIECES FROM PLATERO AND I

Andres Segovia, Decca DL 10054 (M) DL 710054 (S)—Beautiful music decays from the master of the Spanish guitar. Side 1 is composed of a Tescendo work for narrator and guitar inspired by the poetry of Rainer Maria Rilke. Segovia's reading of five of the original 28 pieces is classic. On the second side from the "Platero and I" are seven short pieces by Frescobaldi, Weiss, Sor, Donosti and Debussy. Each cracker with life and artful form. Another outstanding example of Segovia's magic, and one that his many collectors will insist upon having in their collections.



## COPLAND: APPALACHIAN SPRING; EL SALON MEXICO

New York Philharmonic (Bernstein), Columbia ML 5755 (M) MS 6355 (S)—An effective companion release to Bernstein's earlier waxing of Copland's "Billy the Kid" and "Rodeo," which ranks high among the versions of these works. This new release, containing two more of Copland's most popular works, again shows Bernstein's sure touch with American music and should be a strong package. The fine fillup is the brief and jazz-oriented dance from Copland's "Music for the Theater."



## VERDI: CON CARLOS

Various Artists, Deutsche Grammophon SLP 1387-63 (4-12)—This sumptuous package should have appeal to opera lovers during the fall and Christmas season. It spotlights an exceptional cast: Boris Christoff, Antonella Stelli, Flaviano Labo, Ettore Bastianini, Fiorenza Cossentino, and Jurjo Vignoli, in an exciting production of Verdi's "Don Carlos" with the Orchestra and Chorus of the Teatro alla Scala under the baton of Gabriele Santini. The libretto, in English, Italian, German and French contains notes about the opera and is copiously illustrated. A fine package.



## BRAHMS: DOUBLE CONCERTO

Wolfgang Schneiderhan, violin; János Starker, cello (Decca), Deutsche Grammophon SLP 1387-63 (4-12)—This is a powerful item for classical devotees. It packs three of this popular concert by violinist Schneiderhan and cellist Starker. Fortified by typically smooth DGG recording, the two artists work together with life and precision, one of the finest interpretations available. With Francy one of the top conducting names today, this version can be expected to become a strong commercial item in the classical category.



## STRAUSS: TIL EULENSPIEGEL; DANCE OF THE SEVEN VEILS; DON JUAN

Philharmonia Orchestra (Klemperer), Angel S 5737 (S)—This is a powerful item for classical devotees. It packs three of Richard Strauss' familiar works on one LP: "Til Eulenspiegel," "Don Juan" and the "Dance of the Seven Veils" from "Solome." All three of the compositions are played by the Philharmonia Orchestra under the baton of Otto Klemperer. Album cover, an attractive one should help sales. Special sales on Klemperer's albums this month and next should help, too.

## BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week	Last Week	By special survey for week ending 8/18 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	YOU'LL LOSE A GOOD THING, Barbara Lynn, Janis 1220	9
2	2	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036	9
3	4	PARTY LIGHTS, Claudine Clark, Chancellor 1113	6
4	3	TWIST AND SHOUT, Isley Brothers, Wand 124	10
5	11	LOO-PHON, Little Eva, Dimension 1000	3
6	5	THE WAN-WATSI, Orlans, Cameo 218	9
7	6	I NEED YOUR LOVIN', Don Gardner and Dee Dee Ford, Fire 508	11
8	8	ROSES ARE RED, Bobby Vinton, Epic 9509	9
9	9	KNOW THE ARAB, Ray Stevens, Mercury 71966	6
10	17	STOP THE WEDDING, Elia Jams, Argo 5418	3
11	10	LOOKIN' FOR A LOVE, The Valentinos, Sai 132	4
12	7	I CAN'T STOP LYING YOU, Ray Charles, ARC-Paramount 10330	14
13	12	SNAK YOUR FINGERS, Joe Henderson, Todd 1072	14
14	15	RUNNY BUN, Dave (Baby) Cortez, Chess 1829	3
15	14	HAVING A PARTY, Sam Cooke, RCA Victor 8036	9
16	16	SHOUT AND SHOUT, James Brown and the Famous Flames, King 5457	4
17	23	I JUST CAN'T HELP IT, Jackie Wilson, Brunswick 55229	3
18	19	GRAVY, Don Ray, Cameo 219	9
19	18	YOU DON'T KNOW ME, Barry Charles, ARC-Paramount 10345	1
20	28	BEAR WHAT YOU SOW, Billy Stewart, Chess 1820	2
21	13	ANY DAY NOW, Chuck Jackson, Wand 122	15
22	24	MONEY, Jonell Hawkins, Amstar 708	3
23	20	WELCOME HOME NATE, Shirley, Capitol 1234	5
24	26	RECHWOOD 4-STR, Marvett, Temi 54065	1
25	18	PLAYBOY, Marvett, Temi 54060	13
26	21	I DON'T LOVE YOU MORE, Jimmy Norman, Little Star 113	6
27	22	THE STRIPPER, David Ross and Ork, MGM 13064	6
28	20	I'M HANGING UP MY HEART FOR YOU, Solomon Burke, Atlantic 2147	11
29	25	SHEILA, Tommy Roe, ARC-Paramount 10329	1
30	25	WALK ON THE WILD SIDE, Jimmy Smith, Verve 10255	12

## BETHOVEN: FIDELIO (3-12\*)

Philharmonia Orchestra, and Chorus Con. by Klemperer, Angel Stereo 3625—There are few enough really new editions of the prolific composer's sole operatic effort, and fewer still in stereo form. Hence, this new, smartly packaged version on three disks, should arouse immediate interest among collectors. The cast includes Christa Ludwig, Jan Vickers, Gottlob Frick and Walter Berry. Handsome booklet which accompanies the set, contains English and German libretto.

## Latin American

TRIO LOS PANCHOS  
Columbia EX 5986—One of the most popular Latin groups has another winner in this collection of Mexican love songs. Accompanied by their own guitar playing, the Trio turns in its usual class effort, equally enjoyable for fans and for those without previous affinity for Latin American music. As with previous LP's by the Trio, this has built-in sales appeal.

## Country &amp; Western

FOLK SONGS OF OUR LAND  
Lester Flatt and Earl Scruggs, Columbia CL 1830 (M) CL 8630 (S)—Another great performance that can sell strongly in folk, pop and country markets. The exciting and authentic harmony vocalizing is here, along with the intricate and exciting banjo and guitar lines of Earl Scruggs and Lester Flatt. The material is almost entirely from the folk repertoire, and includes such gems as "Philadelpy" here by "The Legend of John Henry," "Barnyard," "Ellen Smith," "McKinley's Gone" and "Nine Pound Hammer." A classy production all the way.

(Continued on page 36)

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BEST SELLING PHONOGRAPHS,  
RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative sample of a cross-section of record-adding stations (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category averages approximately every 14 weeks.

The percentage figure shows for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3% or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN  
\$101 AND \$150

Pos. This Issue	Pos. 5/19/62	Pos. 7/27/62	Brand	% of Total Points
1	1	1	Magnavox	21.6
2	3	4	Decca	13.0
3	2	2	Voice of Music (V-M)	12.0
4	7	3	RCA Victor	9.2
5	4	5	Motorola	8.8
6	5	—	Webcor	7.1
7	6	—	Zenith	6.5
8	—	—	Symphonic	4.6
9	8	—	General Electric	4.1
			Others	13.1

Since this chart is based on the previous month's sales, it is conceivable that notable brands will appear of one time and not at another because of many influencing factors. This does not indicate that the above ranking applies for any period other than the previous month. These brands that appeared in previous issues for this category and did not happen to make a listing above are shown below with their rank order in the issue immediately preceding.

5/19/62 Issue: Phonola (9); Capital (9).

2/17/62 Issue: All brands represented in current chart.

Accessories Score High  
As Gift for Music Lover

CLAYTON, Mo.—Retailers of phonographs, records and tape recorders are passing up an excellent volume opportunity by not vigorously promoting accessories as gifts, according to John Marshall, of the High Fidelity Showroom, found equipment dealership here.

Specializing in high-end equipment—and with many "built-in" systems sold during the past five years—Marshall discovered from the beginning that accessories are an essential for the music lover to get full value from his equipment. This is particularly true of record and tape-recorder-head cleaning

equipment, including static cloths, aerosol sprays, anti-static brushes, as well as low-pressure aeras, appropriate diamond needles and similar aids. In all cases, such accessories have a high gift potential, Marshall said he had found. "Most of our regular customers who buy expensive albums and pre-recorded tapes know each other," Marshall said. "Often it has been the recommendation of one customer which brought us another. So, because many customers know the music preferences of others and precisely the equipment the neighbor uses, it's logical to suggest accessories as

gifts from one stereo owner to another."

The possibilities are widespread. The man who owns a fine stereo tape recorder is a logical candidate for a micro microphone, mixer, reels of raw tape, as well as all kinds of cleaning accessories. Reminding one customer of needs of others often provides accessory sales as gifts for birthdays, anniversaries and Christmas.

Wives, husbands, or close relatives, likewise are excellent accessories. It's easy to convince the children of a stereo phone owner that a new diamond needle will be a acceptable gift. In fact, Marshall makes it a habit in every sale to get the customer's name, address and telephone number, and to find out as much as possible about his family. Then, when gift periods arrive, a phone call will turn up relatives thoroughly pleased with the gift.

The word "gift" is brought up continuously whenever accessories are being discussed. Demonstrations hinge on a six-foot display case, three levels high, which shows a \$2,000 set of accessory items, all the way from simple record racks, to albums, carrying cases, needles, cleaning materials, to elaborate mixers, expensive dynamic and crystal microphones, record scrubbers, replacement heads and demagnetizing equipment for tape and record heads.

From this elaborate display, says every customer, the Missouri dealer has built up an accessories volume which pays the rent and a lot of other overhead.

Poser: What to  
Do With Racks  
And Discounts

Continued from page 4

...and accounts, and they'll be taking over all our regular customers. We intend to give this plenty of thought at our meeting."

Meanwhile in New Jersey, where there have been reports of rack jobbers selling goods to individual dealers, some distributors are said to have discontinued the 100 per cent return arrangement with rack jobbers. In these cases, it is understood, racks are being serviced on a 5 per cent return arrangement on a strict label-for-label basis. Distributors were burned too often, it was said, by operators buying up disks for 5 cents each and returning them to distributors for full credit.

On the other hand, one Jersey dealer openly admitted that he and many of his friends in the business were "in" from rack jobbers "if the price is right."

Aaron Applebaum of Bergenfield Music declared, "There is no longer any loyalty to any normal buying source. We'll buy from any source, one-stop, rack jobber distributor, or what have you, if he has the best price. As long as he is legitimate and will give us a written invoice."

## A Case of Greed

"Too many times it has been simply a case of greed with distributors. When there's a deal, they sell us at the regular price and pocket the difference. "What loyalty do we owe them, I ask you?"

"As a matter of fact, another source of trouble for some of our records is the DISC co-op. It's mighty successful now because we are able to buy right and some of our distributor friends are attempting to take a second look at some of their practices."

## DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records of special terms. Shows where available, the starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

BLUESVILLE—Expires August 15, 1962. Started July 1, 1962.

Buy seven, get one free on entire album catalog.

SUN—Expires August 16, 1962. Started July 16, 1962.

Buy 10 LPs of any selection and get two of the same selection free. Affects entire Sun catalog.

STARADAY—Expires August 30, 1962. Started July 16, 1962.

Three free albums for each 10 purchases. Applies to entire catalog and includes dollar billing and 100 per cent exchange privilege.

ARTIS-PARLIAMENT—Summer Dividend Days deal for distributors and dealers is extended through August 31, 1962.

ATLANTIC-ATCO—Expires August 31, 1962. Started July 1, 1962.

Fifteen per cent discount on new album releases plus entire catalogs of both labels.

CAROL-PARKWAY—Expires August 31, 1962. Started March 1, 1962.

Buy features a group of 80 LPs and 100 45s of best-selling catalog and new releases with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "normal" discount rate, or under stipulated conditions may earn 12 1/2 per cent record/album purchase for six months. Specific details are available through distributor.

DOLO—Expires August 31, 1962. Started August 1, 1962.

Buy 10 records for the normal price for every 25 purchased on the label at a straight 15 per cent cash discount on albums. Also 15 per cent discount on the label's "All Time Hit" singles series offered in packages of 15 per cent cash discount.

CONTEMPORARY—Expires August 31, 1962. Started August 1, 1962.

Offers a Discount Plan, Label offering to discount on new releases. Offer covers Contemporary, Good Time Jazz, Contemporary Composer and Society of Forgotten Music labels.

KING—Expires August 31, 1962. Started July 23, 1962.

Label is offering a 10 per cent discount on the King, Bethlehem, Federal, Decca and Queen lines. Dealers also receive three bonus LPs for every 10 purchased on the King or Bethlehem labels. Minimum purchase of 25 for singles and 10 for albums.

PHILIPS—Expires August 31, 1962. Started August 1, 1962.

Label is offering a 10 per cent discount on five LPs. See separate story, August 11 issue, for details.

UNITED ARTISTS—Expires August 31, 1962. Started June 27, 1962.

Label is offering 10 per cent discount on all new releases. Available through distributor.

LIBERTY-DOLTON—Expires September 1, 1962. Started August 1, 1962.

Both complete catalogs, including new releases and the Premier Line, are being offered at a 15 per cent discount on purchase of more than 15 packages. Checkpoint records and not included in the program.

COLUMBIA—Expires September 29, 1962. Started July 23, 1962.

Label is offering its distributors a 10 per cent discount on all new releases and on most catalog items.

EPIC-A&W—Expires September 29, 1962. Started July 23, 1962.

Label is offering a 15 per cent discount to distributors on both complete catalogs.

ANGEL—Expires September 30, 1962. Started August 1, 1962.

Label is offering dealers a one-for-two discount program on the complete Orto Klipspringer catalog of 25 albums, including the conductor's new releases.

ABC-PARAMOUNT—Expires September 30, 1962. Started July 2, 1962.

For distributors, 12 per cent off on all catalog items plus new releases on ABC-Paramount and Impulse.

EVERETT—Expires September 30, 1962. Started August 15, 1962.

The program, on the label's complete classical line, offers distributors three free LPs for each five purchased.

PRESTIGE—Extended through September 30, 1962. Started July 1, 1962.

Buy seven, get one free on entire album catalog.

NCA VICTOR—Expires September 30, 1962. Started July 23, 1962.

Label is offering its distributors a 10 per cent discount. This includes both the new releases and the complete catalog.

REPRISE—Expires September 30, 1962. Started July 30, 1962.

Label is offering 20 per cent discount on all new releases and 10 per cent discount to the distributor, providing at least one of each of 10 selected, 10 releases are purchased. The remainder of the new releases, of which distributors buy at least one, an additional 10 per cent discount is earned on the entire order, up to a total discount of 15 per cent.

MONITOR—No expiration date. Started January 31, 1962.

Five LPs are specially priced to the distributor at \$1 and \$1.98 to the consumer. The distributors, Gloria Fagan, Righteous Records, B&B, Mozart and Beethoven; The Ostrichs playing Bach, Scarlatti, Hindemith; Bachmeyer; Third Place Concerto played by Mercurio; Richter plays Schumann, and Francis, La Dances the Paganini and Paganini.

PHILIPS—No expiration date. Started April 8, 1962.

Label is offering one-for-one in the same price category on their new "Encore" releases.

SOUNDOR—Limited time offer. Started March 31, 1962.

One LP free for every five purchased.

ROULETTE—No expiration date. Started April 30, 1962.

A 15 per cent discount on new releases plus entire Roulette, Root and Tico album catalogs.

AD LIB—No expiration date. Started February 18, 1962.

One free LP for every five purchased.

LIBERTY—No expiration date. Started May 25, 1962.

Buy 10 LPs of any selection available at a 10 per cent cash discount. Disks are 10 per cent of the label's best selling.

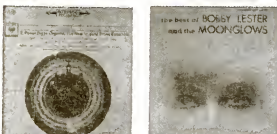
PRESTIGE INTERNATIONAL-NEW JAZZ—No expiration date. Started August 15, 1962.

Buy seven, get one free on entire catalogs of both labels.

REQUEST—Limited time offer. Started May 5, 1962.

Buy 10, get two free on new album releases, including "German Student Bands," "Portugal," "Fernanda Stenroos Queen of Arts" and "Songs From The Alps."

## ALBUM COVER OF THE WEEK



HEROIC MUSIC FOR ORGAN, BRASS AND PERCUSSION—The Best of Bobby Lester and the Moonglows. New England Brass Ensemble, Columbia MS 6354. Here Parker, of Columbia's photo studio, presents a striking cover design to depict this particular type of music. The powerful use of color, black and gold on a white background, enhances the design to provide an altogether stimulating display piece for classical sections.

## THE WANDERERS Sing

"THERE IS NO  
GREATER LOVE"

MGM 13082

**MGM Records**

His Newest and Biggest HIT

**JERRY LEE LEWIS**  
**HOW'S MY EX  
TREATING YOU**

b/w Sweet Little Sixteen  
Sun #379

**SUN RECORDS**

639 Madison Memphis, Tenn.

FOR THE BEST IN THE COUNTRY

**RUSTY & DOUG**  
**CAJUN JOE**  
(The Bells of the Bayou)  
HICKORY 1177

when answering ads . . .

Say You Saw It in  
Billboard Music Week

## NEW DEALER PRODUCTS

### New Console Debuts

Motorola has introduced this new console phono Model SK100, which is billed as one of the most versatile pieces on the market in terms of cabinetry. The long, low, flat-top unit may be placed under a window or it may be used equally well as a coffee table or room divider. The unit is finished on the back as well as the front and also features a built-in



record or magazine rack.  
Suggested retail price is \$129.95.

### Eight Accessories on Display



For display-conscious dealers, Recoton has produced this compact display rack. The unit is equipped to carry a substantial quantity of eight of the most popular accessories, yet it requires but a small amount of counter space. Optional list price of the merchandise contained on the unit is \$58.52.

### All-Transistor Stereo Phono

Tele-tone Company of America has brought out portable phono Model ST-1030, an all-transistor stereo hi-fi unit, with 30 watts peak output. The unit does not require warm-up time before playing and is claimed to have no hum, howl nor microphonics. The set contains eight transistors and retails at \$139.95.



AUGUST 18, 1962

BILLBOARD MUSIC WEEK 37

## Hi-Fi Robot Control Featured in Show

NEW YORK—A "robot" unit to control a home hi-fi system from any location in the house, a 27-pound full stereo music system and an all-transistor FM stereo tuner will be among the new products to be shown by 130 manufacturers planning exhibits for the seventh annual New York Hi-Fi Music Show. The show will be held October 2-6 at the Trade Show Building.

Royce Electronics will exhibit its "audio robot," which will regulate and turn any hi-fi system on or off from any room in a dwelling. As many as five remote assemblies can be used with any system. Tandberg of America will show its new 21-pound Model 7 stereo tape recorder from Scandinavia, and Omega Electronics will show its all-transistor multiplex tuner, employing solid state circuitry.

The Institute of High Fidelity

## BUT NO C.O.D.'S TO L.A., PLEASE

SAN FRANCISCO—Pic-A-Tune, local rack jobber in Oakland, hit upon a unique promotional stunt tying in with the Tony Bennett hit LP on Columbia, "I Left My Heart in San Francisco." The film placed displays in prominent locations frequented by tourists which read: "Send an Album to an underprivileged friend who lives elsewhere." The albums were sold in retail outlets at top tourist spots like San Francisco International Airport, Fisherman's Wharf, and Cliff House.

Manufacturers, sponsor of the show, predicts a total consumer attendance of 30,000 during the five-day affair.

"MILLION SELLER HITS"  
Featuring  
SHIRLEY TEMPLE . . . TOMMY DORSEY  
GLENN MILLER . . . GEORGE  
GERSHWIN . . . GOLDEN SING ALONG  
GREAT THEMES FROM MOTION  
PICTURES  
The Best  
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Anywhere!  
RETAIL PRICE  
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**AF AUDIO FIDELITY**  
CATALOG OF HITS  
"THE HIGHEST STANDARD IN  
STEREOPHONIC HIGH FIDELITY"  
AL HIRT • SOUND EFFECTS  
JO BASILE • OSCAR BRAND  
PATACHOU • JOHNNY PULEO  
AND MANY MORE!

**RICHIE**  
Gloria Dennis  
Rust 5049  
LAURIE RECORDS

**BIG HITS...**  
That are here, or  
in the making.  
*You Can Depend on CHESSE for  
HITS that SELL & SELL & SELL*

**STOP THE  
WEDDING"**  
ETTA JAMES

ARGO #5418

**"PARTY ACROSS  
THE HALL"**  
Yvonne Baker  
and the  
SENSATIONS  
Argo #5420

**"YOU CAN'T  
JUDGE A BOOK  
BY THE COVER"**  
BO DIDDLEY  
CHECKER #1019

**"RINKY  
DINK"**  
DAVE (BABY)  
CORTEZ  
CHESSE #1829

**CHESSE**

2120 S. Michigan

PRODUCING CORP.

Chicago 16, Ill.

# SPECIAL MERIT ALBUMS

Pop

## IN A MOST UNUSUAL WAY

**Bobby Doyle Three**, Columbia CL 1858 (M); CS 8658 (S) —The Bobby Doyle Three is a young vocal and instrumental group discovered in Texas, and brought to the label by Kirby Stone. The three young men sing in the manner of the Hi-Lo's but they still manage to infuse in their modern sounds a lot of exciting down-home feeling. They show off their versatility on this, their first album, with individually styled renderings of standards like "Fly Me to the Moon," "My Mammy" and "It's a Most Unusual Day." Good debut by the group and a lot more will be heard from them.

## GREAT SONGS OF LOVE AND FAITH

**Mahalia Jackson**, Columbia CL 1824 (M); CS 8264 (S) —The great Miss Jackson, who is without peer in her special spiritual field, turns here to more secular material, which still retains much of the inspirational flavor, with tasteful ork backings arranged by Johnny Williams. Her newest concert includes the stirring "Because," the patriotic song "The House I Live In" and "Danny Boy." The

Green Leaves of Summer," "My Friend," and the unexpected yet highly effective "Crying in the Chapel." A warm and compelling program.

Jazz

## UNDERCURRENT

**Bill Evans and Jim Hall**, United Artists Jazz UAJ 14003 (M); UAS 15003 (S) —This first-rate jazz set shows off some fine piano work by Bill Evans and some solid guitar work by Jim Hall in the first pairing of these two proficient artists. The music is often mood-filled but it's mighty satisfactory nonetheless. The tunes include "My Funny Valentine" and "I Hear a Rhapsody," as well as "Konnin' by Jim Hall, and John Lewis "Skating in Central Park." Most attractive wax that could interest both the hippies and the younger jazz fans. Interesting covers, back and front, add punch.

## YAMEKRAW

**Moses Asch, James P. Johnson**, Folkways FJ 2842 —Folkways has released an historic recording of the late composer-janitor James P. Johnson playing one of his most ambitious works, "Yamekraw" is named after a Negro settlement near Savannah, Ga. Johnson's great striding keyboard work is a joy to hear, and his blues touch is outstanding. The disk's reverse side contains old recordings of tunes which Johnson blended together into the piano suite and these alone are worth the price of the disk. Now, someone should turn out a recording of Johnson's forgotten piano concerto.

Classical

## BRUCKNER: SYMPHONY NO. 7; WAGNER: SIEGFRIED

**IDYLL (D-127)** Philharmonia Orchestra (Klemperer), Angel 3626 B —Klemperer is at the top of his form in his interpretation of this great sprawling work. The marvelous Bruckner sonorities, which seem almost to have anticipated today's stereo recording techniques, never sounded so full and massive. This is probably the composer's most popular work and in this release it has a recording which should bring it to a wider audience than it has enjoyed. The fourth side of the two-disk set is devoted to a fine performance of Wagner's "Siegfried Idyll."

## SPANISH MEDIEVAL MUSIC

**New York Pro Musica**, Decca DL 9416 (M); DL 79416 (S) —This album should sell to serious collectors. It features the New York Pro Musica under Noah Greenberg in a program of Spanish Medieval Music, performed with perfection by the choir. Program includes "Twelve Cantigas De Santa Maria" and a "Mass in Honor of the Virgin Mary." Set contains complete libretto and notes by the conductor, and is attractively packaged.

## Reviews of New Albums

Continued from page 34

rooted in the down-home tradition. Two of the best vocal jobs are "I Got That," a funky four minutes worth of good blues; and "Who May Your Lover Be," a tune with an interesting lyric. Dancers should try this set and it should move well in both pop and r.b. circles.

## ★★★★ IN A VELVET MOOD

**Ann Bryant**, Columbia CL 1868 (M); CS 8685 (S) —This recent album, like earlier ones on Columbia by Miss Bryant, was recorded by Columbia's country A&R team of Doc Law and Frank Jones, and the Nashville touches again seem to fit her style very well. Some of the tunes are semi-derived — "Moon River," "Tummy," "Never On Sunday," etc., and others are in the standard category — "Misty," "Cry Me a River," "Love Letters in the Sand," etc. Gail is surely effective here and her efforts rate plenty of spins.

## ★★★★ BOQUET OF ROSES

**Les Paul and Mary Ford**, Columbia CL 1811 (M); CS 8611 (S) —The cream vocal style of Mary Ford seems unusually well suited to the country genre and Les Paul's deft, multi-track guitars simply add more luster. The repertoire mixes older country material like "I Love You So Much It Hurts" and "I'm Thinking Tonight of My Blue Eyes," with newer hit items like "Four Walls" and "She's Gotta Go," along with a flock of welcome pop country standards. This album can get a lot of play and the good cover shot of the pair, should help generate sales action.

## ★★★★ THE BEST OF BOBBY LESTER

**THE MOONGLAWS** —Les LP 1473 —Here's another oldies but goodies kind of album, turned out by the producers of the highly successful "Golden Gossamer" series and fans of an earlier era of swing, emotional rock and roll, will surely dig the collection. Among the more memorable titles from the catalog of the old Moonglows group, are "Sincerely," "We Go Together," "Most of All" and "Ten Commandments of Love." Some ear-tasting to teens particularly, should stock this one.

### ★★★ MODERATE SALES POTENTIAL

★★★ THE TWIST  
Celtic Jones Ork. Arco ALP 1016  
(Continued on page 41)

We are pleased  
to announce that the Class A Shares of  
**CAMEO-PARKWAY RECORDS, INC.**

have been admitted  
to trading Monday, August 13, 1962, on  
**THE AMERICAN STOCK EXCHANGE**  
Ticker Symbol CPW-A

CAMEO-PARKWAY RECORDS, INC.

BERNARD LOWE, President

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PROFITABLE FACTORY PLAN

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PLUS 30-60-90 DAY EXTENDED BILLING TERMS

Take this unique opportunity to stock up in depth on ELEKTRA'S best selling folk and specialty catalog. Records by THEODORE BIKEL, THE LIMELITERS, OSCAR BRAND, JOSH WHITE, ORANUM ZABAR TROUPE, THE TRAVELERS 3, BOB GROSSMAN, JUDY COLLINS, ELEKTRA BONUS-PAKS, SOUND EFFECTS, BOB GIBSON and many others. Your ELEKTRA distributor has full details. Call him.

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Denver/Crown Dist./RE 4-9381  
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Los Angeles/Allied Music Sales/DD 4-2154  
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AIR PLAY!

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MARVIN GAYE

"I'M A STUBBORN  
KIND OF FELLOW"

Tamla #54068

MIKE <sup>and</sup> <sub>the</sub> MODIFIERS

"I FOUND MYSELF A  
BRAND NEW BABY"

Gordy #7006

## THE MARVELETTES

"THE MOST IMITATED GROUP — BUT, NEVER DUPLICATED"

"BEECHWOOD 4-5789"

"SOMEDAY, SOMEWAY"

Tamla 54065

SINGING THEIR  
NEW TWO  
SIDED HIT!

TAMLA/MOTOWN RECORDS

# Reviews of New Singles

Continued from page 29

**LOVE AND LEE**  
 \*\*\***Car** (A of Salsoul) — My Heart  
 Goes On — COLUMBIA 42157 — The new girl  
 duo takes a highly attractive and  
 strongly re-created rendition of the familiar  
 ballad. They've got a good sound, get

**NEW SMASH SINGLES!**  
**Fats Domino**  
**"Nothing New (Same Old Thing)"**  
 w. v.  
**"DANCE WITH MR. DOMINO"**  
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FACTORY OFFICE: 2437 E. 57th St., L. A. 58, Calif. LU 2-8857.

**LITTLE WILLIE JOHN**  
 \*\*\***Blue Blues**—KING 5681  
 The cheer turns to an interesting,  
 counterpointed ballad and he's aided by a  
 fine chorus. Floyd Cramer type piano  
 heard here along with a horn and guitar.  
 Side builds, and the title is catchy. (Gale,  
 BMI) (2:46)

\*\*\***Doll Face**—A short job by Willie  
 Earl in a medium tempo. The backing  
 is on the dated side. (Parsons, BMI)  
 (2:05)

\*\*\***Little Things**—A powerful piece of  
 ballad material here, and the path do the  
 time with feeling, much in the teen group  
 style. "You Don't Miss Me" is a good  
 one. (Civert, BMI) (2:36)

**WILLIAM REE**  
 \*\*\***Home**—He's My Fallin'—  
 STAN 124—This is the lad who had some  
 success with "You Don't Miss Me" and  
 he handles this old country hit in a  
 gospel groove. (Knox, Jangnickel, ASCAP)  
 (2:30)

\*\*\***Any Other Way**—The lad's talking  
 to a friend who is making her a new  
 record. The chick here has been around  
 and the lyric resolves into a weeper that moves  
 along nicely. (East-Bell, BMI) (2:27)

**THE FOUR WINDS**  
 \*\*\***Wind**—This is Me—DIAL 3066—Here's a  
 new male group with much of the sound  
 of the Four Tops. They sing a soft,  
 medium-paced ditty here to a simple but  
 effective backing. Side has a chance. (Trio,  
 BMI) (2:46)

\*\*\***Proudest Land**—Here's an interesting,  
 offbeat, folksy kind of ballad with  
 inspirational overtones. There's a soft,  
 minor key flavor about it and it has a  
 sound. Two good sides. (Trio, BMI) (2:22)

**OTIS WILLIAMS**  
 \*\*\***Young Person Once—KING 5482**—  
 A strong performance by the charter. It's  
 a real effort, done in a heavily under-  
 lined backing. Good horn work and smart piano  
 dress it up. (RCA & Ramo, BMI) (2:25)

\*\*\***When We Get Together**—Williams,  
 fresh out of a two-year stint in the service,  
 turns in a good, dramatic ballad job to a  
 strong, steady beat. Femina chorus helps.  
 Good side that could more. (Lois, BMI)  
 (2:39)

**VINCENT EDWARDS**  
 \*\*\***As You Dealer Me—CAPITOL**  
 1076—A medium tempo. The backing is  
 a little more in Capitol. It's the old ballad  
 and it's a good one. Edwards is a  
 strong performer. (Ward & A. Brown,  
 ASCAP) (2:35)

\*\*\***Lullaby**—Of the Storm, (ASCAP) (1:37)

**TOMMY BOYCE**  
 \*\*\***Remember**—Cord—RCA VIC-  
 1076—The lad swings into a  
 "Remember" type of side on which  
 he explains how he'll cure for Cord.  
 over drive backing by the risk. Good  
 side here. (Calbay, BMI) (2:15)

\*\*\***You Late for Tears**—(Calbay,  
 BMI) (3:00)

**NICK ADAMS**  
 \*\*\***Tired and Lonely**—RCA  
 1076—The lad swings into a  
 "Lonely" type of side on which  
 he explains how he'll cure for Cord.  
 over drive backing by the risk. Good  
 side here. (Doral, BMI) (1:54)

\*\*\***It Could Have Been Different**—  
 (Doral, BMI) (2:16)

**THE NUTMEGS**  
 \*\*\***Love**—The duo of the Cousins  
 earlier hit. Snappy backing adds interest  
 to the side. Has a chance for spin.  
 (RCA, BMI) (2:15)

\*\*\***Crave**—(Angei-Ruene, BMI)  
 (2:16)

**CANDY COLE**  
 \*\*\***What For**—Desert—MUSCOR  
 1076—The duo of the Cousins  
 earlier hit. Snappy backing adds interest  
 to the side. Has a chance for spin.  
 (RCA, BMI) (2:15)

\*\*\***Love**—The duo of the Cousins  
 earlier hit. Snappy backing adds interest  
 to the side. Has a chance for spin.  
 (RCA, BMI) (2:15)

\*\*\***Love**—The duo of the Cousins  
 earlier hit. Snappy backing adds interest  
 to the side. Has a chance for spin.  
 (RCA, BMI) (2:15)

Platino side on which she nabs "What's  
 for Desart?" Good teen tune. (2:07)

\*\*\***Why Do You Take After—(2:35)**

**REX ALLIN**  
 \*\*\***Don't Go Near the Indian**—  
 MERCURY 10977—A catchy folksy tune  
 with a medium tempo. The backing  
 is on the dated side. (Parsons, BMI)  
 (2:05)

\*\*\***Any Other Way**—The lad's talking  
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 and the lyric resolves into a weeper that moves  
 along nicely. (East-Bell, BMI) (2:27)

**MARCELS**  
 \*\*\***Friendship**—LOVE—COLPY 451—  
 A catchy tune about a "friendship" from  
 company that the boys used to finance  
 the purchase of a wedding ring. It won't  
 be a bright performance from the group. They  
 have a good sound, but the side could  
 happen. (Arch, ASCAP) (2:31)

\*\*\***Love**—The duo of the Cousins  
 earlier hit. Snappy backing adds interest  
 to the side. Has a chance for spin.  
 (RCA, BMI) (2:15)

**BILLIE JEAN HORTON**  
 \*\*\***Come Back to Whistle**—JAMIE  
 1211—Billie Jean Horton sets the pleader  
 with a soft, sweet, and highly attractive  
 support with a Little-hip flavor. Side has  
 a good sound. (Sun-Fair, BMI) (2:04)

\*\*\***Love**—The duo of the Cousins  
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★★★★  
STRONG SALES POTENTIAL

# JAZZ LP'S

Continued from page 38

## THE CONNECTION

Original Score Conducted by Cecil Payne, Charlie Parker PLP 866—This is the new music from "The Connection." These tunes were used for the improvisational interludes on off-broadway over the past year and during its European tour last year. Cecil Payne and Kenny Drew are the composers and Payne is featured as soloist along with Duke Jordan, Clark Terry, trumpet, and Benoit Green, trombone. Most of the set is in up and middle tempo, but there is an abrupt stop with the blues-touched "Born Again." Other good tracks are "High Five Wine" and "Good and Laiden."

## THREE BLIND MICE

Art Blaser and the Jazz Messengers. United Artists Jazz UAJ 10468 (M) UAS 15982 (S)—Art and the Messengers are playing with accustomed fire and precision on this album, which carries apocryphal and crowd noises, but the location is not repeated. The album packs much punch and is well paced. The mood, easy and soulful tempo are matched nicely. Standout soloist is Cedar Walton who contributes a number of fine piano solos. Wayne Shorter buzzes and throbs on tenor and Freddie Hubbard is frantically lively on his wide sax effort, "Blue Moon."

## DIG IT!

Red Garland Quintet With John Coltrane. Prestige PR 7529—Here's another first-rate album out of the Prestige backlog of material from the class when both these artists were under contract to the firm. It showcases some bubbling Garland piano work and rapid fire and admirably formed Coltrane tenor sax solos. Also in strong evidence is Don Byrd's trumpet. One track, "Crazy Blues," features Garland with just bass and drums. The entire second side is comprised of one tune "Easy Man" a slow blues that's played with utmost style.

## OUT OF THE AFTERNOON

Art Blakey Quintet, Impulse A 22 (M) AS 35 (S)—Here's a bright swinging set from a group led by drummer Horace. The accent is on melody with the drummer limiting himself to short solo excursions on

a few of the tracks and drumming that's woven into the fabric of the musical context as in "Snag Crackle." Roland Kirk's inclusion as the instrumental soloist should pull a few extra sales for the set and pianist Tommy Flanagan again contributes many tasteful solos. "Moon Ray," "Fly Me to the Moon" and "Some Other Spring" are stand-out tracks.

## MY HOUR OF NEED

Duke Green, Blue Note 9981—The new singer here, although a jazz artist has a very commercially slanted LP. The ten has a strong, vibrant style that prescribes tight by ear-catching power. She has a style of her own, but wears touches of Dinah Washington, Carmen MacRae and Della Reese with authority. She sings standards for the most part, pacing herself nicely between ballads and rhythm tunes. "Love-me-Road," "Let There Be Love," the title tune and "Little Things Mean a Lot" are some of the better tracks. But Quebec's quiet does a superb backing job.

## JAZZ GOES TO THE MOVIES

Manny Albam and his Oct, Impulse A 19 (M) AS 19 (S)—This is a first-rate album that could go in the pop as well as the jazz field. Shortly after Manny Albam jazz arrangements of familiar movie songs and tunes are performed with sparkle by the large oct. The song includes "Eatin' at the 'High Noon,'" "Paris Blues" and "Green Leaves of Summer" among others. This first-rate LP should appeal to many, and it makes for solid radio programming.

## WOMAN, SHE WAS

### BORN FOR SORROW

Denny Sault, United Artists Jazz UAJ 10466 (M) UAS 15984 (S)—Denny Sault is making his debut for UA here. The lead has a very intimate sound that's referred to in the New York area as being "East Side." The tunes are mostly ballads and are sung in a highly original and urban style. He accompanies himself on piano, while Zane Pad performs on reeds. John Lathan plays bass, and Tim Kennedy is at the drums.

## INCEPTION

McCoy Tyner Trio, Impulse A 18 (M) AS 18 (S)—This young jazz pianist plays with skill and good style. He's been teamed with John Coltrane, but shows a much more middle-of-the-road from that. Tyner on this set. It evinces and should be a success. It's a search of the solid piano. Some of the better tracks are "Blues for Green," "There Is No Greater Love" and "Speak Low."

## THE COMPOSITIONS OF DIETZ GILLESPIE

Dieter Gillespie, Riverside RLP 3596 (M) RLP 5396B (S)—Eight compositions originally identified with Dietz Gillespie are collected on this LP as performed by artists on the Riverside center. Among the tracks are "Groovin' Home" (Cannonball Adderley), "Wooden's You" (Johnny Griffin), and "A Night in Tunisia" (Eddie Jefferson). The playing is top form and the set makes an admirable start not only of Riverside series but of Dietz' cliffing talents.

## THE COMPOSITIONS OF HORACE SILVER

Yardbird Artists, Riverside RLP 3599 (M) RLP 5399B (S)—One of jazz's most popular composers and composers is featured on this LP of sampler tracks from other sets. The Silver Tunes represented are some of his most admired. Among them are "Silver Slide" (Nat Adderley), "Brolin", (Blue Mitchell) and "Doodah" (Jung by Matt Murphy). There are other top silver works as well, played in high style by Bobby Timmons, Junior Mance and West Moon-gomery.

## EAST AND WEST OF JAZZ

Duke Jordan and South Hatin, Charlie Parker PLP 86—Novel idea here. Two groups play their respective style. The Sedik group is from the East and the piano music, and ensemble sound has the light, sophisticated sound of a touch now and then, of the Near East. Jordan has the West and this pianist leads his group through a number of rousing tunes that have gutsy swing and high solo work.

## COLTRANE TIME

John Coltrane and Yusef Lateef Artists UAJ 6601 (M) UAS 15981 (S)—Solid lineup of strong jazz talents and strong performances could help turn this set into a good seller. In addition to "Trane," who performs with much fervor and invention here, are Cecil Taylor, Kenny Donham, Chuck Lambert and Louis Hayes. The compositions of Coltrane and Donham is exciting and Taylor lends solid support. Best tracks are "Thru Line Down" and "Just Friends." Good was here.

## AUGUST 18, 1962

## BILLBOARD MUSIC WEEK 41

## ITS TIME

Charlie Parker, Impulse A 18 (M) AS 18 (S)—This young jazz pianist plays with skill and good style. He's been teamed with John Coltrane, but shows a much more middle-of-the-road from that. Tyner on this set. It evinces and should be a success. It's a search of the solid piano. Some of the better tracks are "Blues for Green," "There Is No Greater Love" and "Speak Low."

## CABIN IN THE SKY

Curtis Fuller, Impulse A 19 (M) AS 19 (S)—Here is a mighty interesting jazz version of the 1940 Broadway musical "Cabin in the Sky," featuring Curtis Fuller and a large oct of top-flight musicians. The score by Gordon Dake, has been arranged and conducted by Manny Albam. Fuller performs with warmth and brioche on such songs as "Cabin in the Sky," "Honey is the Hooray," and the oct arrangements are exciting. It's one of Fuller's most satisfactory waiting to date. A strong LP for the market.

## THE SONG IS PARIS

Jackie Parker, Impulse A 17 (M) AS 17 (S)—Paris has been absent from the record scene for quite a spell, hence, his fans should greet this new production with interest. The change is his usual, relaxed, relaxing with both a big ensemble ("Nobody Loves Me"), a group of reeds and horns ("My Very Good Friend in the Looking Glass") with strings, reeds and rhythm ("I Love It Good to Me") and with himself on a vinyl guitar kick with help from the trio ("Cuddled" and "Everybody Needs Love"). It's instrumentation throughout is imaginative and provides a perfectly right backdrop for Parker's vocalizing. Albam is packed in book-form form.

## CHARLES MINGUS' WONDERLAND

United Artists Jazz UAJ 10469 (M) UAS 15985 (S)—This is Mingus' best album in the past year. It features the bantam composer in his performance at the Pousong Art Gallery in New York, where he gave his concert last year. It is an interpretive jazz set, featuring some interpretive jazz work by Mingus, instead of his usual forthright arrangements. One track, and possibly the best, from the flick, "Shadowbox," for which Mingus composed the score, is called "What Is Times Square." Other strong tracks are "I Can't Get Started" and "Alice's Woodstock." John Handy and Booker Ervin are featured with Mingus.

## CLASSICAL LP'S

## STRONG SALES POTENTIAL

### MOZART: REQUIEM K. 626

Yardbird Artists, Deutsche Grammophon LP 18 767 (M) SLPM 136 767 (S)—A strong new entry among the available versions of Mozart's ultimate work. This interpretation emphasizes the spiritual aspects more than the dramatic, for the many buyers who prefer such an approach. The style effect is of more distance than on other recent CD releases, giving a candle-like feeling. Performances are of top caliber in all respects.

### BETHOVEN: SYMPHONY NO. 3 IN C MINOR

Berlin Philharmonic Orchestra (Fischer), Deutsche Grammophon LP 18113 (M) SLPM 136113 (S)—Although there is a plethora of recordings of the Fifth Symphony on the market, this particular one should stimulate much interest among Beethoven fascists. The work is sensitively and beautifully conducted by Fischer. Of special note is the delicate way in which he emphasizes the softer shadings of the work, especially notable when contrasted to the more robust themes.

### BETHOVEN: PIANO SONATAS

Anders Foldes, Piano Deutsche Grammophon LP 18 784 (M) SLPM 136 784 (S)—Here's a number of fine recordings of these three Beethoven sonatas, "The Pastorale," "The Adieu" and "The Tempest," this LP should appeal to connoisseurs of top-flight Beethoven interpretation. The inherent drama of the music comes vividly to life under Foldes' sensitive hands. This is a distinctive recording, that many will want.

### MOZARTOVICH: SYMPHONY NO. 8

Viena Philharmonic Orchestra (Schnittke), August 9 3576—There are many recordings of the Shostakovich Fifth but this fine new version by the Vienna Philharmonic should interest many new collectors. The orchestra performs the work with vigor and an inspiring excitement. Attractive cover should add sales.

(Continued on page 45)

## MAKE ROOM AT THE TOP FOR

# FREDDY CANNON'S GOALS WHEN THE SUMMER'S GOES

SELLING LIKE A SINGLE  
FREDDY'S SMASH ALBUM

c/w

S-4117

FREDDY CANNON'S

## "PALISADES PARK"

SLP #507

SWAN RECORDS  
Philadelphia, Pa.



# Reviews of New Singles

## Continued from page 40

time to the attention of recorders. (Glovia, BMI) (45)

\*\*\* Ours is a Lifetime—(Glovia, BMI) (1:35)

**LITTLE BILLY AND THE ESSENTIALS**  
\*\*\* The Dance Is Over—LANDA 69  
—A beautiful rock-and-roll ballad sung with style by the lead. Side should draw most of its appeal from there. The vocal lines are true against strings and vocal chords. (Linda, BMI) (1:12)

\*\*\* Steady Girl — (Ponderosa, BMI) (1:05)

**JACK COOK**  
\*\*\* The Love You Save (May Be Your Own) — RAMCO 1771—Good ballad, smart combo backing and vocal chorus work make this an entertaining side. The lead sings in good style. This rhythm side also features hard-driving tenor sax work.

## MODERATE SALES POTENTIAL

**LEON ASHLEY**  
\*\*\* Cool of Two Shirts (Trevi, BMI) (1:17)—\*\*\* It's Always Baby (Trevi, BMI) (1:44), IMPERIAL 770

**CAROL CONNOR**  
\*\*\* Me, My Love (Rambro, BMI) (1:17) — \*\*\* Two Rivers (Rambro, BMI) (1:24), ERA 304

**DOLLY PARTON**  
\*\*\* It's Just a Game (Trevi, BMI) (1:18)—\*\*\* The Love You Give (Trevi, BMI) (1:18), MERCURY 3414

**SCOTTIE JACKSON**  
\*\*\* More Than My Share (Mendocino, ASCAP) (1:13) — \*\*\* Cheater (Pony Dog, BMI) (1:18), BORE 445

**ROBIN WILSON**  
\*\*\* He Called Me Baby (Central Sound, BMI) (1:18)—\*\*\* Gonna Be a Woman (Glovia, BMI) (1:14), T&R-BEE 100

**FRANCES FAYE**  
\*\*\* John Henry (4:47) — \*\*\* It's Just a Game (Trevi, BMI) (1:18), BORE 445

**JACKIE PARIS**  
\*\*\* Tonight (Schlenger & Chappell, BMI) (1:18), IMPERIAL 770

Side is being distributed by Smash, wing of Mercury. (Rambro, BMI) (2:10)

\*\*\* I Stopped In—(Rambro, BMI) (2:10)

**ROBBY WOOD**  
\*\*\* The Day After Forever—CHALLENGE 910—A sad tale of a broken love. True but a strong country flavor. It's sung with a nice touch, including chordal accompaniment. First Center piano sound is also a feature. Satisfying waltz. (Decca, BMI) (2:35)

\*\*\* Everybody's Searchin' — (Rockin, BMI) (2:15)

**FRIL HO**  
\*\*\* Oh! What a Mistake — SMASH 1740—FRIL HO sells this Fado-domesticated effort with style over good cut support. Good material and performance could help this one get some credit. (Crazy Cajun, BMI) (1:35)

\*\*\* Marrying Man—(Ac, BMI) (1:35)

**ASCAP** (1:35)—\*\*\* Cherry (Mendocino, BMI) (1:17), IMPERIAL 345

**BONNY GORDON**  
\*\*\* Don't Leave Me (Ponderosa-John, BMI) (1:35) — \*\*\* I'm Gonna Tell You (Ponderosa-John, BMI) (1:45), BETHLEHEM 3017

**DICK STANLEY AND HIS ORK**  
\*\*\* Oh Baby (Advanced, ASCAP) (1:45)—\*\*\* I Love a Chained Life (Advanced, ASCAP) (1:55), BETHLEHEM 3017

**BOYD WHITE**  
\*\*\* Take These Chains (Glo) — \*\*\* To Be Loved (Glo), MONROE 318

**LITTLE ROBBY MOORE**  
\*\*\* The Cheater Song (De Tia) (Ponderosa-Faythall, BMI) (1:18) — \*\*\* The Crown (Ponderosa-Faythall, BMI) (1:18), KING 544

**BILLY ANDRE**  
\*\*\* Tense Me (Ding Dees, BMI) (1:18) — \*\*\* My Kind of Girl (Glovia, ASCAP) (1:15), VARIETY 304

**THE MAKE Y CONGO**  
\*\*\* Ya Ya Tekt (Rambro, ASCAP) (1:15) — \*\*\* Windy City Talk (Schlenger & Chappell, BMI) (1:18), VARIETY 304

**BOB AND EARL**  
\*\*\* Don't Leave Me (Ponderosa-John, BMI) (1:35)—\*\*\* Fancy Free (Ponderosa-John, BMI) (1:45), TEMPE 161

**WINIFRED ATWELL**  
\*\*\* Game of Chance (Peter Maric, ASCAP) (1:17)—\*\*\* The Music From the House Near Door (Decca Product, ASCAP) (1:17), YANKEE DOODLE 111

**PLAS JOHNSON**  
\*\*\* The More I Love You (Noble Product, ASCAP) (1:17)—\*\*\* The Music From the House Near Door (Decca Product, ASCAP) (1:17), YANKEE DOODLE 111

**MARK MEDFORD**  
\*\*\* Maybe This Year (Sam Fox, ASCAP) (1:17) — \*\*\* Summer on the Hill (Sam Fox, ASCAP) (1:47), GALT 3441

**TERRY DAVIS**  
\*\*\* You Tell Me (Part 1) & Part 2 (Imperial, BMI) (1:17, 1:18), IMPERIAL 3017

**RAY RAY**  
\*\*\* Let Me Tell You About Love (Imperial, BMI) (1:17)—\*\*\* My Girl to You (Imperial, BMI) (1:15), NORMAN 334

**ROGER DOUGLASS**  
\*\*\* Church Bells Played Me the Blues (Johnny, BMI) (1:17)—\*\*\* The Music From the House Near Door (Decca Product, ASCAP) (1:17), MERCURY 7507

**THE ARPEGGION**  
\*\*\* Like Old Times (Alamo, BMI) (1:17) — \*\*\* The Hot Canary (Glovia) (1:15), ERA 304

**JIMMY SMITH**  
\*\*\* Tell Me What to Do About Today (Yankee-Faythall, BMI) (1:17)—\*\*\* Two Sides of Love (Yankee-Faythall, BMI) (1:17), CHANCELLOR 104

**RUBEN FOUR**  
\*\*\* Faded (Mendocino, BMI) (1:17)—\*\*\* Riders in the Sky (Edwin H. Mercer, BMI) (1:17), ERA 304

**BILLY CHAMBERS**  
\*\*\* Faded Shutter (New Key, BMI) (1:17)—\*\*\* The When I Stopped Living (New Key, BMI) (1:17), D. & B

**YETTY DOZIER**  
\*\*\* Let's Carry On (Haltah Go-Jon, ASCAP) (1:17) — \*\*\* Wasted (Go-Jon, ASCAP) (1:17), TEEN-TEEN

**TERRY CLARK**  
\*\*\* You Better Change Your Ways (Wendell, BMI) (1:17) — \*\*\* I'm Gonna Travel (Wendell, BMI) (1:17), AMCO 803

**ANY JENKINS**  
\*\*\* Bambi's Wild (Rambro, BMI) (1:17) — \*\*\* My Gypsy (Rambro, BMI) (1:17), RAMCO 713

**DE JAH AND THE ELGINS**  
\*\*\* That's My Girl (FadoCo, BMI) (1:17) — \*\*\* Beatty (FadoCo, BMI) (1:17), CRENSHAW 999

**VINCE CANTO ROCKIN' DOMINONES**  
\*\*\* New Girl (Feyr, BMI) (1:17)—\*\*\* Head My Head (Feyr, BMI) (1:17), FOX 383

**THE PARLIAMENTS**  
\*\*\* What I Want to Know (Pony Dog, BMI) (1:17)—\*\*\* On the Sunny Side of the Street (Glovia-Rambro, BMI) (1:17), POT 1004

**BILLY FRAZIER**  
\*\*\* But Once More (Glovia, BMI) (1:17)—\*\*\* Land Me (Wendell, R. T. BMI) (1:17), CARLTON 777

**GEE SISTERS**  
\*\*\* Tender (Rambro, ASCAP) (1:17)—\*\*\* Andy (Glovia, BMI) (1:15)

**GINO PANIS**  
\*\*\* Five (Glovia, BMI) (1:17) — \*\*\* For This I Thank You (Glovia, BMI) (1:17), TALENT 1004

**CRICK WRIGHT**  
\*\*\* Love I Won't Be a Fool Again (Glovia, BMI) (1:17)—\*\*\* I'm a Fool Beloved (Anglo, BMI) (1:17), EMER 180

**JOVA SHERKILL**  
\*\*\* Ketchup (Glovia) (Glovia, ASCAP) (1:17)—\*\*\* Ketchup (Glovia) (Glovia, ASCAP) (1:17), REFRESH 30161

**EDDIE ROLLAND**  
\*\*\* If You Love Me (Glovia, BMI) (1:17)—\*\*\* If It's Love (It's Always Love) (Glovia, BMI) (1:17), MOTOWN 131

**THE MATADONS**  
\*\*\* When I Get Lonely (Glovia, BMI) (1:17)—\*\*\* That's the Way (Glovia, BMI) (1:17), KASBY 101

**THE MAJESTICS**  
\*\*\* Blue Feeling (Linda, BMI) (1:17) — \*\*\* Love (Linda, BMI) (1:17), RAM 113 A-B

**DAVE HERNANDEZ**  
\*\*\* La Banda (Glo) (1:17)—\*\*\* Dole (Glo) (Glo), BMI (1:17), E 305

**TOMMY LOVE**  
\*\*\* Half Past Midnight (Jupiter, ASCAP) (1:17)—\*\*\* What's Wrong (Jupiter, ASCAP) (1:17), ORBIT 429

**BETTY LUTHER**  
\*\*\* I'm Gonna Be a Fool Again (Glovia, BMI) (1:17)—\*\*\* I'm a Fool Beloved (Anglo, BMI) (1:17), TOPPA 104

**\*\*\* STRONG SALES POTENTIAL**

**LAZ**

**MILT JACKSON AND THE MONTGOMERY**  
\*\*\* R.L.J.—RIVERSIDE 4547—Solid, medium tempo blowing ball by the vibraphone player and guitarist. The side avoids usual and should be a favorite on jazz dates and with the J.O.J. (J.O.J., BMI) (1:17)

**\*\*\* Steady to the Beat—100% ballad reading of the standard by MJO, still Jackson and guitarist Montgomery. It's a "vibraphone" side that should score with jazz dates and with the J.O.J. (J.O.J., BMI) (1:17)**

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## A Soaring New Single by Mark Murphy

(Riverside 4526)

Three Cheers for Mark Murphy **RAH!** (the title of his latest album) **RAH!** (a best seller) **RAH!** (On Riverside Records—RLP 395 [M] and 9395 [S])

In the Style That Made Him Great

Buddy Holly

## Wait Till the Sun Shines, Nellie

Coral #62329

GREEN ONIONS

by BOOKER T and THE MG's

Stax 127

ATLANTIC RECORDS

1945 2'way New York 23

In strong instrumental style as played by tenor saxist Zoot Sims, Side should get a good deal of jazz juke hits, 17% from the "Down Home" LP, (Popular, ASCAP) (C-43).

\*\*\*\* There's No Some Changer Made—From the tenor saxist's LP "Down Home," comes an evocative interpretation of the old standard, Zoot's in strong form against probing rhythm section. Perfect for jazz juke boxes, (E. B. Marks, BMI) (C-59).

## ODETTA

\*\*\*\* Oh, My Babe—RIVERSIDE 2454—Here's a touching rendition of the old blues ballad characterized by Odetta's fine side that also features some top Dixie-swing jazz backing up the folk singer. Both sides are from "Odessa and the Blues" LP, (Jazz Standard, BMI) (C-43).

\*\*\*\* Maba Ma's Pallet on Your Floor—There's some mighty strong blues singing on this side. Odetta's in powerful voice, singing in straightforward style. Side also features some excellent solo and ensemble work from a Dixie combo which features Vic Dickenson, (Jazz Standard, BMI) (C-56).

## RHYTHM &amp; BLUES

EDDIE (CLEANHEART) VINSON

\*\*\*\* Hold It Right There—BETHEL-SEEM 3016—Eddie Vinson brings this one in old style. He was one of the big 140's favorites some years ago and this disk should be a hit of nostalgia for those who did strong pushing blues singing. (Chess, BMI) (C-25).

\*\*\*\* Sweet Lovin' Baby—(Liverty Arts, BMI) (C-54).

## COUNTRY &amp; WESTERN

BENO AND SMERY

\*\*\*\* Ten Feet—KING 5673—Mighty clever material here about a man who stole his best friend's wife and hence must meet the man in mortal battle play. Solid work with a good story and sound. (Riviera, BMI) (C-58).

\*\*\*\* The Everglades—The old-time duo still have their fire sound on this Horatio Howard song tune, of a chase in the Everglades. Other versions have been cut but the duo's many fans will like this. (Riviera, BMI) (C-5).

## LOUVIN BROTHERS

\*\*\*\* Hot Yea There—It's the boys sell this weeper in straight hill style. The close harmony and the touching sentiment against the over-the-quarter country accompaniment should score in the rural areas. (Moss Rose, BMI) (C-57).

\*\*\*\* The First Time in Life—A chorus of gate joiners and Charlie for this three-quarter time country tune. The boys sing with feeling against country combo sound. (Academy, BMI) (C-56).

## HOMER AND JETHRO

\*\*\*\* Arr You Kissing Miss New York—BETHEL-SEEM 3017—The duo comes through with a bright performance of a honkey waddy that also spotlights a funny chorus in the backing. Good work. (Lyle/Holmes, ASCAP) (C-43).

\*\*\*\* She Thinks I Don't Care—All the boys did was to try to leave the country, they also sent the cat poison 17% that doesn't mean they don't care. Clever was for their many fans. (Glad Jack, BMI) (C-25).

## MARVIN McCULLOUGH

\*\*\*\* Just Inside Your Arms—CAPTOL 4020—The story of a tortured heart on this weeper. McCullough sings the tune in impassioned style while a male chorus backs him in light tones. The side also features some fine playing by the combo. Bright down breaks on top time add to the side. (Cine, BMI) (C-59).

\*\*\*\* Where Else Could I Go (But to Her Arms)—The boy sings this tune in male style against a chorus of male voices. Side is a bright-sounding weeper that features some strong piano work in addition to the singing. (Vocal, BMI) (C-27).

## POLKA

ART WALLINAS AND HIS ORK

\*\*\*\* Series Room With Wrong Woman—HEARTBEAT 16—Bright, happy waltz here with a group vocal by Wallinas and his lady. Accordion predominates in the lead. Good juke sound. (Mittie, ASCAP) (C-29).

\*\*\*\* Dutch Boy Polka—Another fast-moving side with the accordion getting some nice background play from the band. Melody has that old-time roller risk quality. (Heartbeat, ASCAP) (C-27).

\*\*\* MODERATE SALES POTENTIAL

## COUNTRY &amp; WESTERN

TOMMY BOOTS

\*\*\*\* Country Cassara (Green Pine, BMI) (C-16) —\*\*\*\* Shenandoah Ride

(Green Pine, BMI) (C-55), SHENANDOAH

## NORM OWENS

\*\*\*\* Won't Say I Told You So (No-Ven, BMI) (C-57)—\*\*\*\* Cry Line (No-Ven, BMI) (C-19), CROSBY 19

## BOBBY BUTLER

\*\*\*\* Short Romance (Fritz, BMI) (C-19)—\*\*\*\* The Horn They're Doing (Fritz, BMI) (C-19), SHENANDOAH 2

## BILLY CRABTREE

\*\*\*\* Someone Reminds Me of You (Security, BMI) (C-19)—\*\*\*\* Watching the Clock (Vandenberg, BMI) (C-25), VANDAN 294

## MANK ROBEY

\*\*\*\* Not Just a Dream (Naches, BMI) (C-25)—\*\*\*\* I Told You So (Peer, BMI) (C-19), SPENDERSON 4003

## POLKA

EDDIE ZIMA AND HIS ORK

\*\*\*\* Plastic Baby Polka (Jax, BMI) (C-19)—\*\*\*\* My Miss Angeline (Jax, BMI) (C-19), JAX JAY 372

## JOHNNY RIVIN

\*\*\*\* Dancin' Waltz (Jax, BMI) (C-19)—\*\*\*\* Joe and Jean's Polka (Jax, BMI) (C-19), JAX JAY 374

## JAZZ

## DODO GREENE

\*\*\*\* Little Things Make a Lot (Lone Wolf, ASCAP)—\*\*\*\* You Are My Sunshine (Peer, BMI) (C-19), BULE NITE 189 A

## BENJIE GREEN

\*\*\*\* Catwalk (Rouma, BMI) (C-29)—\*\*\*\* Diddie and Bubbie's (Groove, BMI) (C-29), BETHELM 304

## INTERNATIONAL

## JOHNNY HERRL

\*\*\*\* De Roulina Vondra (Peer, BMI) (C-19)—\*\*\*\* Ten Cities (Peer, BMI) (C-19), GAYOTA 1866

LIMITED SALES POTENTIAL

## POPULAR

## HAROLD TURNER

\*\*\*\* Sorcerer Swindle (Jewell, BMI) (C-19)—\*\*\*\* Time (People, BMI) (C-19), HEARTBEAT 17

## SAN FORTINO QUARTET

\*\*\*\* Love Puck (Benson, BMI) (C-19)—\*\*\*\* My Tender Valentine (Chappell, BMI) (C-19), HEARTBEAT 17

## Decca Net Earnings Up Sharply Over '61

NEW YORK—Consolidated net earnings for Decca Records, Inc. (including the Universal Pictures subsidiary), for the first six months of 1962 have been placed at \$5,313,972, which is equal to \$2.17 per share. These figures are well above the \$1,315,063 earnings and \$1.02 per share for the same period in 1961.

## BENNY STRONG AND ORK

\*\*\*\* You're Gonna Be Sorry (Cole, BMI) (C-19)—\*\*\*\* That Certain Place (Rouma, ASCAP) (C-19), HEARTBEAT 13

\*\*\*\* Never Part (Rouma, ASCAP)—\*\*\*\* Make That Dream Come True (Fritz, BMI) (C-19), BUNN 183

## PEPPY FIELDS

\*\*\*\* Bill Bailey (Jax, BMI) (C-19)—\*\*\*\* Somebody Miss Me (Jax, BMI) (C-19), JUBILEE 3066

## DONNA LOBBEN

\*\*\*\* Never (American, BMI) (C-19)—\*\*\*\* Tony (American, BMI) (C-19), CREST 118

THE CARABETS: THE MATADORS

\*\*\*\* Times to Watch (Bel Canto, BMI) (C-19)—\*\*\*\* There Must Be a Way (Bel Canto, BMI) (C-19), SAXONY 1862

## JACKIE BURNS

\*\*\*\* One of a Kind (Central Songs, BMI) (C-19)—\*\*\*\* Please Don't Forget Around (Vega, BMI) (C-19), CROSBY 19

## RIC BRIND

\*\*\*\* Homeward in Reality (Dance, BMI) (C-19)—\*\*\*\* Take Her Away (Dance, BMI) (C-19), TWILIGHT 402

## ADAI LOUISE WILSON

\*\*\*\* Love You (Gershwins/Gershwins, BMI) (C-19)—\*\*\*\* Mach (Gershwins/Gershwins, BMI) (C-19), ABBAY 1862

## COUNTRY &amp; WESTERN

## JAMES MANN

\*\*\*\* Summer (Brilliant, BMI) (C-19)—\*\*\*\* You're Born Gutsy (Brilliant, BMI) (C-19), BILLIPS 191

## JANROCK SWEETHEARTS

\*\*\*\* Carolina (Nash, ASCAP) (C-19)—\*\*\*\* Spinning in My Heart (Proven, BMI) (C-19), NEALE 3012

## BRYN BALK

\*\*\*\* Baby Talk (Brilliant, BMI) (C-19)—\*\*\*\* Don't Make Me Lonely (Brilliant, BMI) (C-19), BRILLIPS 193

## Cameo-20th Execs • Continued from page 4

packages of Glenn Miller and Tommy Dorsey material.

Never Made It

Unlike its rivals among picture company-owned disking affiliates, 20th-Fox Records never has blossomed into the going kind of concern originally hoped for by 20th Board Chairman (then President) Spyros P. Skouras.

Henry Onorati and Lou Del-Guercio, who were hired by Skouras several years ago to set up the label, exited the firm earlier this year. Since then, activities have been at a virtual standstill, pending a long promised "reorganization."

At the time of the Onorati-Del-Guercio fiasco, Cain told a reporter: "We plan to rebuild and we'll have a record company whether it's here, in Hollywood or Anchorage."

Perhaps, traders said, "Bernie Lowe is the answer."

## DISTRIBUTORS RACK JOBBERS ONE STOPS RETAILERS DISCOUNT OPERATORS

Major LP's & EP's, Singles (all labels, all artists). Accessories. Any quality of factory new records (not used), 25%, 45%, 75%—available to you at cost of less than manufacturers' bid for a free listing of prices and types records we can supply.

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**160 SELECTIONS**



**200 SELECTIONS**



## THE NEW "THREE-IN-ONE" PHONOGRAPH FITS EVERY LOCATION

The new "triple-purpose" Rowe AMi is the only phonograph that fits every location. You can program 200, 160 or 100 selections to satisfy any location.

Look at all the new play-building features you get with the new Rowe AMi: outstanding new cabinet and color styling—completely self-contained full-range Stereo Round—the Top Talent Tunes artist feature—new full-width lighted location identification—new, larger keyboard—new "now playing" record indicator—new front accessibility.

Boost your collections—open up new locations—now with the dramatic new Rowe AMi.

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DIVISION OF AUTOMATIC CANTEN COMPANY OF AMERICA  
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**NEW Rowe AMi**  
PHONOGRAPHS

## EUROPEAN NEWS BRIEFS

### Japan Photo Potential: 50,000 Units

BONN—A trade brochure issued by the Japanese Embassy here forecasts an eventual large Japanese home market for juke boxes. The brochure—"Trade Trends"—predicts that phonographs placed in Japan will multiply from the present 4,000 to "at least 25,000 within the next five years." Japan, with a population of more than 90 million, has a potential market for "at least 50,000 machines," according to the trade brochure. Japan, which started late in phonograph production, is attempting to overtake foreign competitors with the development of sophisticated transistor equipment comparable to Japan's famous transistor television sets, first such items on the U. S. market.

### Swede Air Pirates Copy U. S. Format

STOCKHOLM—Sweden's so-called "pirate" radio station, Radio Nord, has introduced a new program, "Juke Box Jamboree," featuring what it calls top tunes of the times. The program aims at stimulating phonograph play while simultaneously building listenership among phonograph fans. Radio Nord is housed in a small freighter converted into a floating transmitter. The ship operates outside Sweden's three-mile territorial waters, thus circumventing Swedish law restricting broadcasting to the State radio. Radio Nord is a commercial station operating with the U. S. format of music, news, and advertising. The Swedish Parliament has enacted a law aimed at closing down by January 1, 1959, all radio stations except those licensed from offshore waters. Officials of Radio Nord have said, however, that the ship station would ignore the law.

### Hamburg Fans Favor 10-Time Button

HAMBURG—German night clubs are enthusiastic over the master-selector mechanism of the Wurlitzer 2600 and 2610 models, according to Erich Schneider, Wurlitzer general importer for West Germany. Schneider reports that German hit spots unanimously choose the master-selector mechanism enabling the patron to play the 10 top tunes by pressing the single-selector button. Surveys show that night club patrons, at least in Germany, don't like to be bothered with the necessity for making a choice of records. "They like to eliminate the work involved in picking and choosing by just pressing the 'Top-Tune' button and letting it do the work for them," reports Schneider.

### Open New Volbracht Show Rooms

BIELEFELD, W. Germany—The distributor firm of Hermann R. Volbracht Nachf. has opened a branch in Bielefeld, consisting of show rooms for U. S. and German phonographs, for German payphone machines and for phonograph records. The new Volbracht branch also has a large service center. The firm will also distribute games and vending equipment from the Bielefeld branch. Hereofore, Volbracht has served the Bielefeld-Osnabrueck area from its main office in Hannover. However, the growth of the firm in the Bielefeld area is increasing.

(Continued on page 37)

## Europe Pants for U. S. Machs.

By OMER ANDERSON

BRUSSELS—European importers are rapidly shifting emphasis from U. S. juke boxes to games, and trade sources here state that this trend will become permanent. A survey of export-import companies in Brussels and Antwerp, coin machine crossroads of the Eastern Hemisphere, establishes that every firm polled intends increasing U. S. game imports—and decreasing phonograph imports.

A veteran in the export-import trade, summarized, "We're no longer back in 1953 or even 1959. Europe has come a long way since then, faster than even we here on the spot have realized. But the proof is in the figures."

Cheaper, Less Chrome  
"Europe can produce all the juke boxes it requires just as easily as it can produce the automobiles it needs. There is no longer any 'American know-how,'" the European "know-how" to build juke boxes just as well as the American, although we build them with less chrome and neon lighting—but cheaper.

"The market now is for games, and this is the field in which U. S. clearly predominates, and in which it will continue to rule far as long as we can visualize."

Some Belgian export-import firms have slashed imports of U. S. juke boxes by nearly 80 per cent and a few firms have cut as deeply as 90 per cent. All major Belgium-based firms have cut phonograph imports by at least 40 per cent.

U. S. game imports are rising proportionately. Trade sources attribute the escalation to U. S. superiority together with a continuingly expanding game market.

**Football Stage**  
This dimension was supplied by Jacques Rodandt, an amusement hall operator. "Europeans have only begun to discover games—I mean the sophisticated American electronic type. We are still basically in the football (soccer) stage." "My experience is typical of that of other operators. We've seen a few years ago, people complained American games were too complicated and too expensive. Now, through new U. S. games. Football is passe;

## Ops Selling Both Background & Coin Music Have Head Start—Seeburg

CHICAGO—Both background music and juke boxes can be made to serve the economic interests of the operator, according to Stewart F. Auer, vice-president of the background music division of the Seeburg Sales Corporation.

"A good 30 per cent of our business is through people who have expanded to include both background music and coin machines in their restaurants," he said.

"We are ready and willing to help the operator who wants to grow by combining his phonograph operations with background music. We are prepared to help with financing through the distributor. We will even get the stops and then turn them over to the operator. We do the recording and programming for him. Literally all that the operator has to do is to plug it in."

### Both Types

In the competition for locations, the advantage may well be with the operator who can offer both types of music, Auer said.

"Until the operator comes up with methods for getting locations, the operator who has something to offer besides juke boxes will enjoy a head start

over his competitor," he said. "As for our part, the operator will have our assurance that we are manufacturers and that we shall not compete with him."

The effectiveness of the joint exploitation of phonographs and background music was strongly affirmed by an official of the Chicago and Illinois Restaurant Association.

### Working Profitably

"It is working profitably in many of our places," said Herbert C. Sekman, the Association's assistant secretary and editor of the Midwestern Restaurant News.

"Background music provides the proper atmosphere for relaxation during the dinner hour," Sekman said. "The juke box generates the conviviality for the later hours. Let it be observed that almost all of our new restaurants make provisions for the use of background music."

"I am not among those, however, who feels that a coin-operated phonograph is out of place in a restaurant. The truth is that it is highly proper in certain places—but be it types or not—as it may not be in others. Both classes of music serve an immensely important purpose in our business."

## Will Seize Games Ducking Tax

CHICAGO—Hundreds of coin-operated games will be confiscated before the end of August unless operators pay the State license tax required for such equipment, the Investigation Section of the Illinois Department of Revenue warned last week.

The tax was due on August 1. A 20 per cent penalty will have been added if it remained unpaid by August 10, a spokesman for the Section said.

"And if it isn't paid by the end of this month, we're going to seize the machines," he said. "The State was cheated out of \$50,000 last year through nonpayment of these taxes. And Cook County probably lost as much as \$50,000. What does it understand is that the little fellow—the operator with 10 or 15 machines—pays it. It is the man with 100 machines and more who gives us the most trouble."

### Pettition Possible

If the machines are seized, the operator will be able to retrieve them only by petitioning a court—and only after paying for the trucking, storage and court costs.

"Moreover, the location will never take the machines back after they're picked up," the official said. He doesn't enjoy such harassment and he doesn't have to take for property which isn't even his."

Illinois statute imposes a privilege tax on every coin-operated amusement device of the following description:

Class (A) Device refers to a coin-in-the-slot-operated mechanical pinball device played for amusement

which rewards the player with the right to replay, which is so constructed or devised as to make such result of the operation depend in part upon the skill of the player and which returns no tokens, coins or merchandise.

Class (B) Device refers to a coin-operated mechanical bowling alley or shuffleboard device which is designed to be played for amusement and which in its operation shoots or propels an electric ray or impulse from a gun held and operated by the player of the device, to a target which contains receiving photoelectric cells.

Class (C) Device refers to a coin-operated mechanical bowling alley or shuffleboard device which is designed to be played for amusement and which in its operation

(Continued on page 37)

## Dynamic's New Bowling Game Now on Market

CHICAGO—Royal Crown, a new bowler produced by Chicago Dynamic Industries, was placed on the market this week.

Features of the new equipment include larger scoring drums which light up and provide for much faster scoring. The machine has four different cash box set-ups.

The bowler is available in the following play: Straight 10 cents, two games for 25 cents; two

### ROYAL CROWN

CHICAGO—Royal Crown, a new bowler produced by Chicago Dynamic Industries, was placed on the market this week. Features of the new equipment include larger scoring drums which light up and provide for much faster scoring. The machine has four different cash box set-ups. The bowler is available in the following play: Straight 10 cents, two games for 25 cents; two

(Continued on page 37)

the demand now is for the latest thing from Chicago."

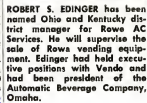
Games dominate the offerings of the big export-import firms based here, such as Holland-Beige Europe. U. S. games shipments are increasing month by month to every major market in Europe.

Italian Market  
Belgium has boomed to the top of the list for pinball and bingo imports. West Germany and France are becoming big markets for pinballs and bowlers. Italy is expanding rapidly as a general games market, potentially the biggest single market in Europe.

Trade experts here report that game shipments to Italy have increased phenomenally in the last year. "Italy is the hottest games market on the Continent," a Brussels export-import firm proprietor reported. "We have increased our sales to Italy 300 per cent in the last 18 months."

France is developing as a phenomenal market for bowlers with pinballs close behind. Some 250 new bowlers have been sold in France.

(Continued on page 37)





# Buffalo Judge Rules Trinket Vending Gives Children 'Instinct for Gambling'

**BUFFALO**—City Judge Casimir T. Partyska ruled that vending machines which dispense trinkets, gum balls or candies are slot machines and "would instill in children an instinct for further gambling."

The judge fined Nicasio Gonzalez, of 277 Bust Avenue, \$25 after finding him guilty of possessing or permitting gambling devices in his delicatessen at 108 Seventh Street.

**Appeal Filed**  
William B. Mahoney, attorney for Gonzalez, said he already has filed an appeal of the decision to be argued in Supreme Court.

The judge ordered a 30-day stay in execution of his order for destruction of the machines so the district attorney's office can decide whether all or only a part of the machines should be destroyed.

The machines are glass containers mounted one stop another on metal stands. Those at the top dispense the trinkets or candy for a nickel or dime. Those at the bottom offer candy or gum for a penny apiece and hence are not illegal, the judge said.

In ruling that the vending ma-

chines are "indeed slot machines" as set forth in Section 982, Subdivision 2, of the Penal Law, Judge Partyska noted:

"Upon insertion of a coin, the machine would dispense a variety of trinkets but which of the trinkets would be released from the machines would depend on chance, unpredictable by the user."

The trinkets have no real value except to children. To them the trinkets are an attraction and a treasure. To obtain a particular trinket they would play again and again.

"It is a type of gambling in trivial things that would instill in the children an instinct for future gambling."

"A distinguished jurist, referring to this type of gambling, once said, that 'from the little rivulets comes the stream.'"

**Form of Gambling**  
"Although not so serious as other forms of gambling, this form of gambling by children is serious in its consequences."

Mahoney had prepared a long memorandum contending that the

machines must offer something further than just a trinket, such as another play, to be illegal. But the judge struck down this argument in his decision.

The case grew out of complaints of parents that their children were losing lunch money trying for particular items from the machines.

## NOT ADVISED IN TRINKET CASE, DEFENDANT SAYS

**BUFFALO**—Attorney William B. Mahoney will argue in Supreme Court an appeal of the conviction of a delatessen operator in the trinket vending machine case. On the grounds the defendant was not properly advised of his rights on arraignment and that the machines are not gambling devices.

Mahoney contends that Nicasio Gonzalez was not advised that he was entitled to an adjournment so that he might apply to the Supreme Court for permission to have the case presented to the grand jury. The Court of Appeals of New York has ruled that failure of a court to inform a defendant of this right is reversible error, said Mahoney. Mahoney is appealing the conviction on grounds also that the vending machines are not gambling devices as defined by law.

## New Vend-Craft Canada Plant In Production

**SCARBOROUGH, Ont.**—The \$250,000 ball gum plant of Vend-Craft Gum, Ltd., went into production Monday (13), less than 100 days after ground was first broken. Kenneth J. McPhail and Sterling B. Douglas, principals in the venture, held open house Friday (10), as hundreds of traders attended and M.F.T. Roy Connell, provincial minister of public works, gave the dedication speech. Also on hand was Albert Campbell, reeve (mayor) of Scarborough.

The 15,000-square-foot building will be augmented by another plant of equal size, with the completed manufacturing facilities to total about 30,000 square feet. All walls and ceilings of the plant are white, and all machinery is blue, combining for a harmonious color scheme. The plant out-let will be primarily for the bulk vending trade.

## MULTIPLE IDEA REACHES ROME

**ROME**—First multiple installation of vending machines in the Eternal City has been made in the underpass at Largo Tritone in the very heart of the city. A battery of machines mix soft drinks and dispense them in paper cups, sell candies, chewing gum balls and peanuts. It is the first location where more than one vending machine has been seen since their introduction in this city.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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10261¢, 10262¢, 10263¢, 10264¢, 10265¢, 10266¢, 10267¢, 10268¢, 10269¢, 10270¢, 10271¢, 10272¢, 10273¢, 10274¢, 10275¢, 10276¢, 10277¢, 10278¢, 10279¢, 10280¢, 10281¢, 10282¢, 10283¢, 10284¢, 10285¢, 10286¢, 10287¢, 10288¢, 10289¢, 10290¢, 10291¢, 10292¢, 10293¢, 10294¢, 10295¢, 10296¢, 10297¢, 10298¢, 10299¢, 10300¢, 10301¢, 10302¢, 10303¢, 10304¢, 10305¢, 10306¢, 10307¢, 10308¢, 10309¢, 10310¢, 10311¢, 10312¢, 10313¢, 10314¢, 10315¢, 10316¢, 10317¢, 10318¢, 10319¢, 10320¢, 10321¢, 10322¢, 10323¢, 10324¢, 10325¢, 10326¢, 10327¢, 10328¢, 10329¢, 10330¢, 10331¢, 10332¢, 10333¢, 10334¢, 10335¢, 10336¢, 10337¢, 10338¢, 10339¢, 10340¢, 10341¢, 10342¢, 10343¢, 10344¢, 10345¢, 10346¢, 10347¢, 10348¢, 10349¢, 10350¢, 10351¢, 10352¢, 10353¢, 10354¢, 10355¢, 10356¢, 10357¢, 10358¢, 10359¢, 10360¢, 10361¢, 10362¢, 10363¢, 10364¢, 10365¢, 10366¢, 10367¢, 10368¢, 10369¢, 10370¢, 10371¢, 10372¢, 10373¢, 10374¢, 10375¢, 10376¢, 10377¢, 10378¢, 10379¢, 10380¢, 10381¢, 10382¢, 10383¢, 10384¢, 10385¢, 10386¢, 10387¢, 10388¢, 10389¢, 10390¢, 10391¢, 10392¢, 10393¢, 10394¢, 10395¢, 10396¢, 10397¢, 10398¢, 10399¢, 10400¢, 10401¢, 10402¢, 10403¢, 10404¢, 10405¢, 10406¢, 10407¢, 1040









# DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

## YOU DON'T KNOW ME AND CAROLEE LOVE

RAY CHARLES  
ABC-Parlophone  
10046

## SHE'S NOT YOU AND JUST TELL HER HIM SAID HELLO

ELVIS PRESLEY  
RCA Victor  
8041

## HEART IN HAND AND IT STARTED ALL OVER AGAIN

SHIRAZ LEE  
Decca  
81407

## BRING IT ON HOME TO ME AND HAVING A PARTY

ELVIS PRESLEY  
RCA Victor  
8036

# No Stick-Out Disk, But Minneapolis Hums

By DON LYONS  
MINNEAPOLIS—With a wealth of good product available, operators are expected to be cashing in on the new tunes and report a definite upturn in business throughout the State. No single record was leading the operators' "hit parade," though the new Elvis Presley disk, "She's Not You," on RCA Victor, seemed to be leading for the top.

Norm Pink of Advance Music Company here said that business was up and he was "very pleased with collections."

Operators in from resort area of Northern Minnesota said that though the weather had been against them, collections were up and looked forward to good business for the rest of the season.

There were no complaints about business at the Twin Cities one-

stops. Jim Christensen of Jim's Record Shop, St. Paul, who recently returned from a vacation in New York, listed the following as his best selling disks: "The Biggest Sin of All," with Connie Francis on MGM; "She's Not You," "A Swingin' Safari," with Billy Vaughn on Dot; "Devil Woman," with Marty Robbins on Columbia, and "Things," with Bobby Darin on Atco.

At Brown Bros. Inc., here, Ray Brown, partner, listed the following as his best numbers: "She's Not You"; "Rambling Rose," with Nat King Cole on Capitol; "Devil Woman"; "You Don't Know Me," with Ray Charles on ABC-Parlophone; "Vacation," with Connie Francis on MGM, and "Heart and Hand," with Brenda Lee on Decca. Dick Morbitz of Acme Music Company here reported good results

with "Sealed With a Kiss," with Brian Hyland ABC-Parlophone; "Alley Cat" with Ben Barakat on Atco; "Breaking Up Is Hard to Do," with Neil Sedaka on RCA Victor; "A Swingin' Safari," "Things," and "Little Red Riding Hood," with Joe Dowell on Smash.

Sandy Sanderson, manager of All-Record Sales here, mentioned the following disks as his best sellers: "Mr. In-Between," with Burl Ives on Decca; "Location," with Little Eva on Dimension; "Sealed With a Kiss"; "Alley Cat"; "Speedy Gonzales," with Pat Boone on Dot, and "Ahab the Elephant," with Ray Stevens on Mercury.

# Denver Takes Run Well Ahead Of Last Year

DENVER—Long - continued hot weather didn't seem to affect collections of either phonograph or amusement machine brackets here, probably because of the large numbers of tourists pouring into the city since the hot weather throughout the entire summer. Collections for July of 1962 were well above those for the same period in 1961, most operators report.

There was, however, a disturbing increase in vandalism, probably part of a wave of teen-age terrorism which saw 1,500 teen-agers dispersed from a "block party" by 34 firehose-wielding police, in suburban Aurora. Most operators are attributing the increase in vandalism in curbing such malicious damage as breaking glass, pouring soft drinks down coin chutes and tearing off power cords.

The five current best records in Denver are "Seal It With a Kiss," with Bryan Highlander; "Fortune Teller," with Bobby Darin; "You'll Love a Good Thing," with Barbara Lynn; "Dancing Party," with Chubby Checker, and a re-release, "Wolverton Mountain," with Claude King.

## AMI's Italian Offer

PADULA, Italy — AMI Continental 21 juke boxes are now being offered by DI. CO. MA, here, through its main office and four additional agencies in Ancona, Bari, Cagliari and Pescara on a 24-month installment basis, without down payment, plus free service for one year.

MEMPHIS — The half dozen singles getting top play on Memphis juke boxes these days are either already hits or are on their way. A survey of operators by Billboard Music Week last week showed the fast-breaking sides were:

"She's Not You," Elvis Presley's RCA Victor; "You Don't Know Me," "Twist and Shout" with the Isley Brothers on Wand, a fast-heated ten favorite featuring twist music and shouting; "A Swingin' Safari," "Lie to Me," by Brook Benton on Mercury, a sentimental ballad; "Green Onions," by Booker T. and the MGs on Six, a new local record company; an instrumental featuring mostly organ.

"So What," by Bill Black's Combo on HI, another Memphis label, in the big heat Black manner, who has had many other hits in the past.

"Stormy Monday Blues," by Don Hines, another on the HI label.

This is a new one, just out, which is getting good action locally.

Charles V. McDowell, general manager of Southern Amusement Distributing Company, said "Lie to Me" and "Green Onions" are the top plays on his company's route.

Edward H. Newell, Or-Matt Amusement Company, reports "So What" and "She's Not You" are his best plays, with "Stormy Monday Blues" coming along.

Shelby Amusement Company, said "Twist and Shout," "Lie to Me," "She's

Not You" and "Green Onions" are all doing well.

A check with other operators disclosed that these six are getting more play than any other singles on their boxes.

Frank Beretta, partner in Poplar Tunes Record Shop, one-stop, said these six were leading the way with operators.

Two of the six, after a local start, spread nationally and last week hit the "New on the Hot 100" chart. RCA's "Lie to Me" was "Green Onions" at the No. 90 spot and "So What," 98th.

# TOURIST SURGE SNAPS TREND TO 5c JUKE PLAY

DENVER—What appeared to be a definite trend toward resumption of 5-cent play in fringe locations here has apparently ended with the beginning of the annual tourist season.

At least half a dozen operators, thoroughly disgusted with the effect which opening of the Colorado Grand Canyon on tracks and the 1962 daytime horse racing season had on collections, have experimented with cutting phonograph play costs, either by going back to a straight nickel or such offers as six plays for a quarter.

This was particularly notable in the Denver suburbs, where budget-priced, lower-income groups are the rule.

Though it was true that play increased slightly in some locations, the cut was more than enough to cause a possible profit increase. When it became obvious that Colorado by a large was going to enjoy a much better tourist season than the 1961 one, operators began revisiting their marginal spots, to once again rest the coin rate for 10-cent play.

At this writing there were only around one dozen phonographs, most of them old 50-record types, still operating on a nickel in the Denver area. There were, however, a much larger percentage of amusement machines set for 5-cent play than during this same period in 1961.

# Fewer Steps by Steppers Is Step to Big Collections

COLORADO SPRINGS, Colo.

Making it as easy as possible for patrons to play the juke box without taking an extra step is a policy which has resulted in unusually high collections at Modern Music Company here at the Navajo Hogan Restaurant and Cocktail Lounge.

The Hogan, so named because of its resemblance to the log structures built by Navajo Indians, features a 40-stool circular bar, table seating for approximately 200, and an 80 by 40-foot dance floor, elevated at the rear, with a stage for live music.

Live music is provided only on specific days of the week, however, so that in between it is the familiar juke box that provides the music.

When Modern Music Company, then headed by Pete Vandenberg, made the original installation, 10 wall boxes were provided around the bar and one coin box was set on the wall in a convenient spot, halfway between the

seating area and dancing area, so that the juke box dancing customers could walk easily to it to make their selections.

This got moderately successful results, however, until Vandenberg decided on a simple solution, which was to install eight more wall boxes all the way around the dance floor itself on a low 2½-ft-high railing which separates the dancing and seating areas.

Facing the wall boxes inward, Vandenberg used a stronger output lamp in each so that the wall boxes are at all times plainly visible. "In fact, they even serve as an added safety feature in lighting the dark area along the floor," it was pointed out.

No Strain

Now dancers who have found a particular record to their liking can play the whole set again without leaving the dance floor, or by slipping through the stage door to the record wall box, they can change rhythm from rock and

(Continued on page 53)

# Public Opinion on Side of Legalizing Pinball Play, Says North Dakota Op

PIERRE, S. D.—The gambling laws of South Dakota should be modified to conform to the public practice and opinion, Gordon Stout, owner of the Gordon Stout-Gordon, phonograph and coin-operated machine distributing firm here, said.

The present system, in which free-play pinball machines are illegal but tolerated, Stout said, is not a good policy.

He pointed out that people can be made the outcome of a golf match, ball game, dog or horse race, but are prohibited by law from amusing themselves by playing a pinball machine.

Stout said that the general public is not antagonized by the sight of a pinball machine and that many persons play them as a pastime. The "something for nothing" situation on an amusement machine also is a factor in pinball machine play, Stout added.

Stout suggests the laws be modified to permit machines and to license the pinball machines and to allow them to get sales tax revenue from the machines.

He said that if the laws would have the right to revoke the license and confiscate the machines under the proposal, if misuse or abuse of privileges were noted.

# Bob Blumred, Wallace Top Speakers at W. Va. Parley

HUNTINGTON, W. Va., —Robert Blumred, executive director of the Music Operators of America, and John A. Wallace, MOA vice-president and president of the West Virginia Music & Vending Association, will discuss the current copyright bill (HR 70) and the MOA insurance program at the Eighth Annual Convention of the WVMVA.

The convention will be held at the Holiday Inn Hotel, Route 60 here, September 27-29.

C. Howard Hardesty Jr., West Virginia tax commissioner, will talk

on tax problems, and Walter W. Reed, director of public relations for the National Automatic Merchandising Association, will explain NAMA's safety program for hot beverage machines.

Manufacturers and distributors of juke boxes, games and vending machines will exhibit their equipment. The association will furnish door prizes for the ladies.

The board of directors meets the opening day of the convention, with the following days devoted to business meetings and social functions. A banquet, dance and floorshow will close the convocation September 29.



JOHN A. WALLACE



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# IN THE NEWS

## Midwest

### DETROIT DOINGS

Two veteran Detroit business men, Fred A. Simonson and P. E. Westberg, are heading the newly formed S. & W. Vending Company to establish a new juke box route. Despite the name, they do not plan to expand into vending itself at present. Simonson is well known in many Detroiters as the head of the Greenfield Restaurants for years, while Westberg is experienced in the drive-in business. Their headquarters are on the Eight Mile Road, where they also operate the Top Hat Drive-In Restaurant.

Sol Bosky, of the Bosky brothers, one of Detroit's most famous restaurateur families for two generations, has established headquarters for the Banner Distributing Company in the Lee Plaza Hotel. Sol Bosky's firm is specializing in the operation of all types of legal amusement coin-operated machines.

### CHICAGO CHATTER

Bally Manufacturing Company, closed for its annual vacation since July 23, resumed operation Monday (6). . . . **Sidney Bloom**, a director of the National Vendors Association, is a new father. . . . **Victor Oserogon**, MOA director and head of the Indiana Coin-Operated Equipment Owners Association, is recuperating in fine fash after hospitalization in his home town of nearby Gary, Ind. . . . **O. L. (Bob) Slifer**, executive secretary of the National Coin Machine Distributors Association, announced the marriage of his daughter, Sheila, to **Alfred McCallum Moore** of Naperville, Ill. . . . **Emilie Janecovic**, bookkeeper-secretary in the office of the Music Operators of America, who did so much to keep things humming in the period between the resignation of the managing director and the election of a new one, will get a richly deserved vacation this month. . . . **A. Joe Harris**, chairman of the Indiana Alcohol Beverage Commission, has announced that liquor licenses will not risk suspension or revocation of license for also holding a \$250 federal stamp. That is a position precisely opposite from that assumed by the Illinois Liquor Control Commission.

### MICHIGAN MEIOS

**Stanley R. Warner**, Saginaw, reports that juke box collections here are poor. Warner, who heads American Amusements, explains that the recent increase in drink prices and newly imposed State taxes have combined to harden the business on which the juke box operator depends for his livelihood.

**Vinc Crizak**, who has been 30 years in the business, operating as the Melody Music, may now be the dean of Saginaw operators. He reports business-building today as just "plain tough" compared to conditions 20 years ago. He notes that up-State operators have a lot of opportunities for personal contacts with their locations that the large metropolitan operator does not have—which may be an advantage when it comes to seeking to build business.

**Frank Sural**, who had a music route as the Sural Amusement Company, has quit his business in Troy and McNichols and has switched to the real estate business instead. **HAL REYES**

### LOS ANGELES

The many friends of veteran operator **Frank Lamb**, of Judd Novelty Company, Montebello, Calif., will regret to learn of his death. His funeral Monday (6) was attended by a host of friends in the industry.

**Jack Danwoody**, vice-president and general manager of vending sales for Rowe-AC, was a recent visitor to the local distributor, R. F. Jones Company. . . . Other news about the Jones boys is that local Manager **Chuck Klein** is off on a two-week vacation in the High Sierras. . . . **Jack LaRue**, service engineer, and **Don Edwards** conduct the schools in San Diego and Bakersfield, the latter being attended by more than 15 operators and servicemen. . . . **Gus Hartgrove** is back from a business trip to Las Vegas with stops in Blythe, 29 Palms and Palm Springs. **Bill Gray** of vending sales is in Phoenix for two weeks on business.

**Jimmy Wilkins**, of the Paul A. Laymon sales force, is back at his desk following a visitation of which he was a part for 16 days in 120 miles along the southern half of the John Muir Trail in the High Sierras with his son, David, 14, and 20 other Boy Scouts. . . . **Morris Blum**, of Peterson Music in San Diego, was in town to shop along Coin Row.

**Jack Neel**, formerly with G. F. Cooper Music, Riverside, and now with Connick Novelty, is visiting his brother, Ed, a former operator, in Oregon. . . . **Jerry Coker** is reported doing well with his new venture of raising thoroughbreds.

**Bob Bear**, Wurlitzer national sales manager, is due on the West Coast soon to visit branches and operators. He will be joined by **Gary Sinclair**, regional representative, who just returned from a vacation in Mexico. . . . **Clayton Ballard**, of the local Wurlitzer sales force, returned from a business trip into the Imperial Valley and San Diego. **LEE ZHITO**

### BOSTON BRIEFS

International Vending Corporation plans to move to larger and better quarters in September, according to **Richard Mandell**, general manager. The new building will be on Boston's circumferential highway, Route 121, in Needham. The firm is busy engaged in tending its newest diversification—coffee, cigarettes and candy at State institutions. Mandell has just returned from a Southern trip to Miami, Atlanta and Birmingham. He will now take his wife, who is convalescing from an auto accident, and the children for a vacation on Cape Cod. (Continued on page 34)

## 3 Tenn. Ops Face Federal Stamp Rap

NASHVILLE—Formal charges against three Millington, Tenn., location owners, accusing them of operating federal stamp machines without having the \$250 federal stamp, were filed here last week. The three charged are: H. E. Polley, owner of E. M. Locker Club; Eugene Sanders, owner of Anchor Cafe; and Emmett L. Kirk, former owner of Millington Billiard Hall.

The charges filed by U. S. Attorney Kenneth Harwell of Nashville, stemmed from a raid last December 15 by U. S. Revenue Department agents, who charged that gambling was being conducted on pin games at the spots and the machines did not have the federal stamp.

Millington, 20 miles from Memphis, is the site of a large Navy base where some 16,000 men are stationed.

### Claim Payoffs

Agents last December raided six locations and confiscated eight machines, some pin games and some of the type in which coins are in-

serted but which have no plunger to shoot balls. The agents said that before the raid they had played the machines, won free games and were paid off in cash.

Owner of the machines, William V. Forsythe, owner of Forsythe Amusement Company and also a Millington city alderman, said he did not know that location owners had allowed sailors to gamble on the machines.

He said he had cautioned them not to. During the raid, Forsythe heard about it, met the agents and offered his co-operation.

### Adopt Ordinance

Later, as a result of the raid, the city alderman adopted an ordinance making it a violation for any premise to have a coin-operated machine on which there is a federal gaming stamp. Forsythe voted for the city law, which passed unanimously.

Millington Police Chief Don Monier said Kirk had sold his pool room and moved from the city. He

said he did not know his whereabouts.

Polley, reached by Billboard Music Week, declined comment. Sanders could not be reached.

### Close Watch

Millington Mayor Thomas Hall said since the pin games were removed from the locations by federal agents, police and "undercover agents" had kept a close watch on the spots "to make sure other such machines are not put back in."

Hall added: "We have been keeping close tabs on the kind of gambling in the city. The club owners know that we will burn any of the devices we find and they have been keeping clean."

U. S. Attorney Harwell said the charge against the location owners carries, on conviction, a fine up to \$10,000 or a prison sentence up to one year or both.

No charge was placed against Forsythe. The other three location owners have not been charged. Authorities do not think their case against these three strong enough.

## Pact Kills Seasonal Rise in Royalties

ROME—Increased use of juke boxes in resorts is certain to lead to a rise in royalties as a result of an agreement between the Italian Society of Publishers and Authors and S.A.P.A.R. and A.N.E.S.V., groups representing the amusement machine industry and juke box distributors.

The agreement eliminates the seasonal high rates which have prevailed in the past. The go-ahead for the present season was given with an effective June 15, with actual details still to be developed.

The increased rates have long been a sore point with resort operators.

## Big Collections Contained from page 51

roll to twist, to sweet music or vocals as they choose.

The management of the Navajo Hogan has been more than glad to go along with the extra roll by installation, including much wiring, of course, inasmuch as experience has shown that the boxes flanking the band dance floor produce almost twice as high collections as those at the bar, and dancing, of course, has increased in kind.

This, in turn, translates to bigger crowds, more drink orders and a generally more profitable situation all around.

### Sid Bloom a Father

LOS ANGELES—Sid B. Bloom, an executive of Oak Manufacturing Company, Culver City, Calif., and his wife Velma announce the arrival of a daughter, Leslie Sandra.

## DISPLAY AT FAIR, URGES SLIFER

CHICAGO—O. L. (Bob) Slifer, executive secretary of NCMDA, disclosed last week that he is asking manufacturers of phonograph and background music to display their products at the World's Fair of Music and Sound, September, Wurlitzer and Beck-Ola will be among the firms urged to participate, Slifer said.



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Say You Saw It in Billboard Music Week



# COINMEN

in the news

## Continued from page 53

A new member of the IVC staff is Ben Palestrant, who will cover the New England territory for the firm's Rock-Ola phonographs as well as the other vending lines. The new man formerly was New England representative for Cole soft drink machines and has many years experience in the vending business.

Lee Jenkins of IVC's Portland, Me., branch, has been hospitalized with fatigue and overwork. A good rest, doctors say, will put Jenkins back in business before too long. ... Sidney Wolbarst of New England Exhibit Company, Newton, and his wife went to New York to see their daughter off to study in Europe. Another daughter, Joyce, had a harrowing time when her pet dog was stolen and a "dogsnapper" demanded a \$100 ransom for the puppy. Sid offered to pay the man, who called on the telephone. But the dog was found by a lady who raises Siamese cats. She refused the ransom.

Al Ambrose of Ambrose and York, Randolph, finds the fish biting beautifully on Cape Cod, and says this is an exceptionally fine year for fishing. ... Marshall Caras of Tricount Automatic Sales Corporation reports great results with the debut of ABT doll fish changers in beach arcades. Operators like the speedy fashion of supplying change. ... Cy Jacobs of Interstate Music Company off to Maine with his family on a camping trip. They'll sleep and cook out and go as far as Canada. Jacobs appeared on television at the Republican convention in Springfield, where he also had his sound equipment working. He's looking forward to big business for the November campaigns.

## South

### TENNESSEE TOPICS

Vacation round-up: A number of Memphis operators, distributors and their employees vacationed in places ranging from New York in the north (or east) and British Honduras in the south. ... Parker C. Henderson, owner of Rainbow Amusement Company, his wife and three children drove to British Honduras. Drew Canale, Canale Enterprises, Inc., and Louis Barsotti, O. J. Barsotti & Company, spent two weeks in New York.

In between: Earl Montgomery, secretary and treasurer of S & M Distributing Company, and his wife visited their actor son, Earl Montgomery Jr., in New York, then visited Washington and points in France. ... Mr. and Mrs. Stanley Werner, operators of Dixie Novelty Company, spent their vacation in Florida, much of it fishing and at the beach.

Allen C. Smith, director of vending division of Sammons-Pennington Company, distributor, took his vacation to make the trip to Canada with other Memphis Shriners for the Shrine convention. ... George Sammons, president, gave half of his staff of 12 a vacation one week and the other half the next. Sammons said everybody gets a vacation but him and his partner, D. V. (Cotto) Pennington. "You get to be boss and you can't get away for a vacation," Sammons quipped.

Edward H. Newell, owner of Or-Matt Amusement Company, and his wife spent several weeks in Europe. He was sent by a local Lions Club as a delegate to the Lions Club International convention at Nice, France. From there the Newells visited other European countries. ... Mrs. Ceelia G. Hodge, president of Southern Amusement Distributing Company, made a European tour in the spring and didn't take another vacation during the summer.

### ELTON WISEHUNT

### AROUND ARKANSAS

J. Earl Gill, Gill Amusement Company, Hot Springs, took his family way out to the Pacific Northwest for their vacation. They visited the World's Fair at Seattle, and other spots. ... Phil Marks, Phil Marks Amusement Company, and his wife went to Miami and did some deep-sea fishing, caught some kingfish, king mackerel and tarpon.

E. W.

**WURLITZER**  
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PLANS FOR EXPANSION of the Los Angeles Wurlitzer Company are studied outside the new location by John Scavarda, center, office manager; Clayton Ballard, right, sales, and Leonard Hicks, left, parts department.

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Counter Game

3-ball play, 10-20-30  
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Coin operated, 12, 15 and/or 20  
 scores, illuminated, overhead  
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# Juke Box Aim Not to Lure People In—Just to Keep 'Em Happy & Spendfree

By BENN OILMAN

MERRILL, Wis.—Educate your locations. Teach them these basic facts: Juke boxes and games are designed primarily to keep the crowds in your place. Location owners can't expect to depend on profits from coin-operated equipment for their success.

So says Johnny Barros, an enthusiastic veteran of more than 30 years in the coin machine industry. His Johnny's Music Mart is generally rated among fellow coinmen as one of the most successful operations in Northern Wisconsin.

"I never sell locations on how much money they can earn in commissions by using my machines," says Barros. "Instead, I convince them that the latest model phonographs and attractive games will earn more money for them indirectly—by keeping the spenders in the bar and the dining room."

"Most coinmen go about this entirely wrong. They think that the only way to land a good location is to promise the lion's share of the money the machines take in. Of course commissions are important. But they should never be promoted as the most important thing."

## Please Customers

"Juke boxes never bring people into a place. But they help keep customers contented longer. That's what the location owner must be shown. And they must be shown that the reason commissions must be kept sensible is because we have huge overheads to cover."

"Very few locations will refuse to understand this if you take the time to show them in black and white what modern equipment costs and the salaries you have to pay nowadays for route workers."

As proof of his contention, Barros lists at least a dozen or more recent instances where locations have asked him to install equipment.

Each stop had previously been lured away by competitors dangling higher commission offers. Several had bought their own juke boxes and quickly tired of the costly chore of servicing them and buying records.

"They usually come back," says Barros, "once they learn for themselves that better equipment and proper service costs the operator money, too. The operator who sells only commissions can't last in these days of high overhead."

## Dime Play

Barros was one of the first Northern Wisconsin resort area operators to see the need for dime play. He switched over to a straight dime on music and games as well several years ago. Acceptance of the dime price tag was spotty at the onset, he admits. But now it is unquestioned. Each of the 125 locations the firm serves in the 50-75 mile radius of its Merrill headquarters is strictly dime play—music and games.

Barros values his equipment inventory "in excess of \$150,000." And he is particularly proud of his newest showplace installation—the popular new Alamo Plaza motel, cocktail lounge and dining room on the outskirts of Tomahawk, Wis.

This place is one of Northern Wisconsin's newest tourist attractions. The installation includes \$5,000 worth of stereo juke box equipment, features six coin boxes and 12 speakers plus separate volume controls for the dining room area.

## Ardent Sportsman

Besides the obvious prosperity that his music and games enterprise affords him, Barros claims he most enjoys outdoor year-round sports in Northern Wisconsin. An ardent sportsman, he spends all of his spare time hunting and fishing.

"Just as I believe in topnotch equipment for my business, so do I insist on buying for the best gun, fishing rods, reels and boats for my hobbies," says Barros.

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**COVER GIRL**  
NEW! SPLIT TARGET SKILL FEATURE

6 WHITE ROLLOVERS LIGHT TOP ROW OF "COVER GIRLS" IN LIGHT BOX

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See these features demonstrated at your distributor:

- Lighting upper or lower row of "Cover Girls" across special.
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- When split target is lit, red half spots red rollovers and lights corresponding "Cover Girls"; white half spots white rollovers and "Cover Girls."
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New "Hard-Cats" Flipch Extends Playable Life to an All-Time High!

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It's Always Profitable to Operate Gottlieb Games!





## Aussie Ops Say Bowling Alleys Fine Locations

SYDNEY — Bowling alleys, introduced here recently, are going over strong, and they are developing as first-class locations for juke box operators.

The alleys, averaging about \$500,000 each in investment, are fast becoming the sporting, social and recreational hubs of Australian towns.

EMI has been working with Seaburg in promoting juke box play in the bowling alleys. EMI albums are presented as prizes to top scorers in league games each week, with the album getting "Artist of the Week" billing on the photograph.

The 33 1/3 single provides the nucleus of the programming, with 45's making up the remainder of the selections.

## Belgian Ops

Continued from page 49

fire success. Interest in Telstar is particularly high in Belgium because this country is the headquarters for the Eurovision television network linking 17 European countries.

Original Telstar live TV programs were fed via the Brussels headquarters of Eurovision. This fact suggested the Telstar built vending gimmick to Chaballier.

## Will Seize Games

Continued from page 47

delivers to the player whether one or more balls or other projectiles which must be rolled from or impelled by the hand of the player or by a mechanical device, into a cup or receptacle or over scoring devices.

The license tax for Class (a) device is \$50 a year for each coin receiving slot. For a Class (b) device, the annual license tax is \$10. For a Class (c) device, the annual license tax is \$25.

The law does not apply to bulk vending equipment. Nor does it apply to juke boxes, coin-operated hockey games, baseball games, horse racing games, pool tables, mechanical horses or to a gun device which does not propel a light ray or impulse to a receiving photocell in the target, but which triggers a switch that causes an electric current to pass through a wire underneath the table to the target.

## Swinging Goals

Continued from page 47

the value of top and bottom eject holes increase progressively from 30-60-120-150. Ball in any eject hole collects value of eject hole.

Rollover button increases jet bumper values.

Four flippers for more ball control.

Four eject holes.

Number match feature convertible and adjustable to 2, 5 or 10 optional bonus scores.

The playfield is of Plasticote Finish.

## Europe Pants

Continued from page 47

Paris alone in the last three months. The hottest market in France is not Paris and, technically, not in France; it is Monaco, where Prince Rainier is transforming his Principality from a rich man's playground to a "Coney Island" for the masses.

Trade surveys here indicate that Monaco, if Rainier realizes his plans, might provide a market for as many as 3,500 games almost at once. This large demand stems from the fact that Monaco has only a handful of games now, under 250 spotted through the entire Principality.

Until Prince Rainier colluded with General Charles De Gaulle, coin machines were considered uncouth by Rainier's blue-blooded courtiers. Now, with General De Gaulle squeezing Rainier financially, the carriage trade no longer will support the gold-plated playground, and coin machines suddenly have acquired dignity in Rainier's cash-hungry realm.

## Dynamic Bowling

Continued from page 47

nickels or dimes for one game; three games for 25 cents; six or seven games for 50 cents; two plays for 25 cents, and five plays for 50 cents.

The playfield is rubber mounted and cork laminated. Soft rubber shin guards protects the player against bruises. To provide for easier playing, the coin box is at the left side. A built-in ash tray is at the right.

## EUROPEAN NEWS BRIEFS

Continued from page 47

to open a new office. Guests of honor at the Bielefeld opening were G. W. Schulze and Herbert Nack, proprietors of the N.S.M. firm at Bingen, producer of phonographs and payouts.

## AMI Model Just Right for Tiny Bistro

HAMBURG—Helmut Rehbeck GmbH, the AMI distributor for Germany, is introducing the new AMI "L" 200 model, which Rehbeck is promoting as the three-in-one box. The most flexible machine ever displayed in Germany, the "L" 200 model can be converted from 200-selection play to 160 or 100. It has the AMI "stereo-round" and the automatic mechanism permitting the play of 45 and 33 singles. The box is compact and tailored to bistro locations, which predominate in Germany.

## Juke Box Action at the Wall

WEST BERLIN — Friedrichstrasse, the U. S. Army's "Checkpoint Charlie" crossing point into Communist East Berlin, has become West Berlin's major juke box center. There are more phonographs concentrated in and near Checkpoint Charlie than at any other single area in the city. Friedrichstrasse, one of four passageways through the Communist Berlin wall, has become a major tourist attraction. West Berlin entrepreneurs have been quick to sense the commercial possibilities of the situation. Refreshment parlors have mushroomed around Checkpoint Charlie. There they sell curries (including vacuum-packed Berlin air called Berlinerluft), and phonographs and games for play to kill the tedium while waiting for excitement at the border point.

## Coin Machine Drive on in Saar

SAARBRUECKEN—Loewen-Automaten, the sales arm of N.S.M. coin machine manufacturing company of Bingen, West Germany, has taken over the Saar distributor firm of Karl Feis at Neunkirchen, Saar. Feis is one of the pioneers of the Saar, which rates as one of Germany's coin machine "underdeveloped" areas. G. W. Schulze and Herbert Nack, the Loewen-NSM proprietors, are meeting personally with Saar operators to boost sales in this area of their Fanfare juke box and Mint series

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● ROLLOVER BUTTON increases Jet Bumper values

● 4 FLIPPERS for more ball control

● 4 EJECT HOLES

● 2 SWINGING TARGETS

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Interior of ACA Oakland Office

R. F. Ray, Manager Los Angeles Greyhound Bus Terminal, Harman Blvd. ACA Vice President, hear Paul Clement, Post House Restaurant Manager, state that the Wurlitzer Ten Top Tunes feature is "nothing short of fabulous!"



N. A. Montle, ACA Fresno Division Manager, is told by Tommy Saghetellen, owner of the Old Fresno Bar, that the Wurlitzer Ten Top Tunes have produced a tremendous increase in coin, particularly half-dollars.



Robert R. Baysinger, co-owner of the Cereven Cocktail Lounge, in the Salinas Greyhound Bus Terminal, tells Monterey ACA Division Manager Cliff Johnson that the Ten Top Tunes feature sent their collections soaring.



# WHY ASSOCIATED COIN AMUSEMENT WENT WURLITZER BIG WEST COAST OPERATOR PROVES WURLITZER TEN TOP TUNES FEATURE IS TOP MONEY-MAKER

One of the real giants among West Coast coin machine operators is Associated Coin Amusement. Like hundreds of others, they have learned that no automatic phonograph even approaches the earning power of a Wurlitzer offering ten top tunes for 50 cents at the press of a single button. Many of their locations already have them. More are going in regularly — always with the same result — an immediate and consistent increase in receipts with a hefty percentage of it in half-dollars.

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